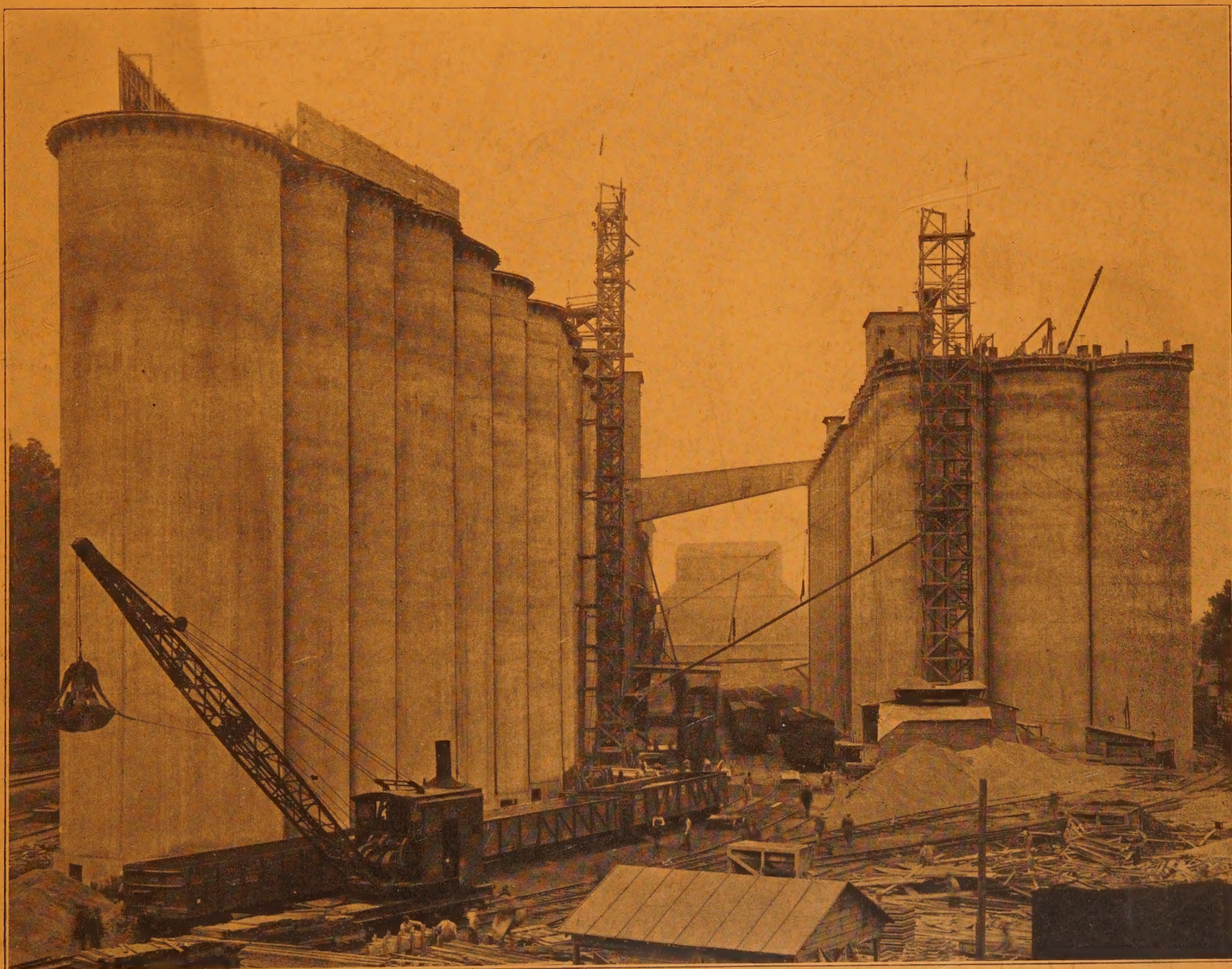


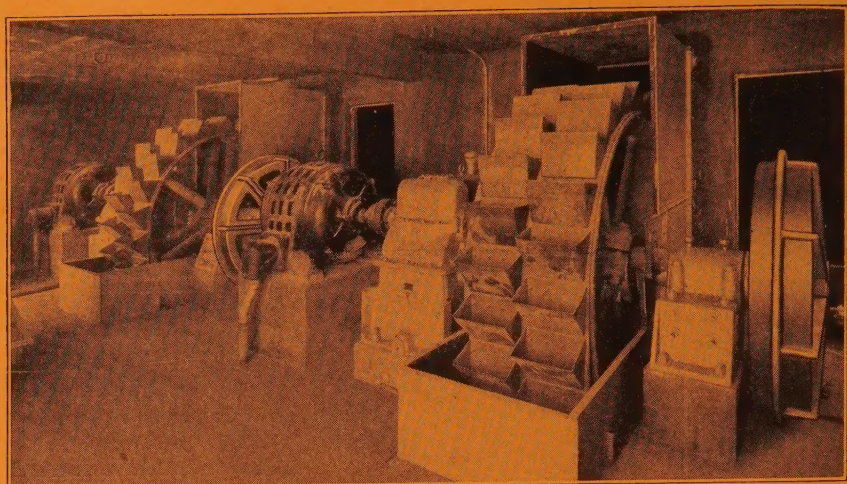
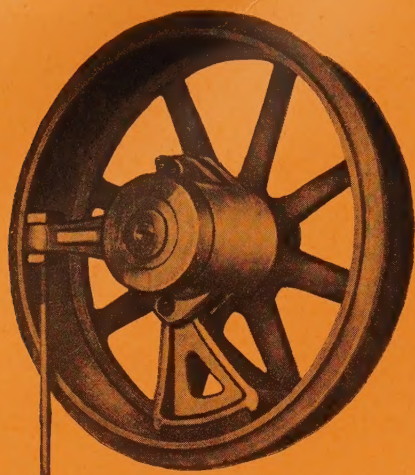
# GRAIN DEALERS JOURNAL

Devoted to the design, construction, equipping and operation of better grain handling plants.



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*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Great West Mill & Elevator Co., millers, grain dls.\*  
Hardeman-King Co., millers and grain dealers.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Hannon, Harry J., brokerage exclusively.  
Leeson Grain Co., Inc., consignments.  
McConnell Grain Corp., commission & brokerage.\*  
McKillen, Inc., J. G., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### BUTLER, PENNA.

Klingler & Company, H. J., buckwheat and grain,  
kiln-dried buckwheat flour.

### CAIRO, ILL.

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Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Emrich Grain Co., receivers and shippers.\*  
Wilder-Murrell Grain Co., track buyers grain and seeds.\*

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Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Dele & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell commission, grain and seeds.  
Hubbard, Warren & Chandler, stocks, bonds, grain, etc.  
Lambson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rumsey & Co., grain commission.\*  
Rural Grain Co., consignments.\*  
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Stratton Grain Co., grain merchants.\*

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Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., grain merchants.\*

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Grain & Hay Exchange Members.

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Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

### DALLAS, TEXAS.

Orouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Dal-Tex Grain Co., stock and poultry feed.  
Doggett Grain Co., wholesale grain.  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

\*Members Grain Dealers National Association.

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain merchants.  
Rocky Mountain Grain Co., export and domestic grain.\*

### DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The, C. C., cane seed, wheat, kafir.\*

### DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., merchants.\*

### DETROIT, MICH.

Board of Trade Members.

Caughey Co., Frank T., grain and field seeds.\*  
Blinn, Fred W., grain dealers.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Member.

Enid Terminal Elevator Co., public storage.\*  
Union Equity Exchange.

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain

### FORT DODGE, IOWA

Mulholland Grain Co., grain merchandisers.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Claborn, H. L., mgr. J. S. Bach & Co., futures.  
Dorsey Grain Co., strictly brokers, consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Federal Commission Co., brokers, consignments.\*  
Gladney Grain Co., consignments.  
Isbell Grain Co., grain merchants.  
Kimbell Milling Co., grain merchants, pub. storage.  
Ralston Purina Co., of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consignments.\*  
Universal Mills, "Superior Feeds."  
West Grain Co., consignments, merchants, brokers.

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

### GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Howard, W. A., grain broker.

### HOUSTON, TEXAS.

Merchant Exchange Members.

American Malt Flour Mills, mfg. gr. exporters.  
Beatty-Archer Co., grain brokers only.\*  
Downman Grain & Hay Co., E. C., gr., fd., hay.\*  
Rothschild Co., S., grain, c/s products, rice, b/p.\*  
South Texas Grain Co., grain & feed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery Grain Co., F. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.  
Scouler-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.  
Uhlmann Grain Co., grain merchants.\*  
Uppdike Grain Corp., consignments.  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

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Farmer Co., E. L., brokers, grain and millfeed.

### LOUISVILLE, KY.

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Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., stores and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

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Reinhardt & Co., wheat, corn, oats, maize.

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Merchants Exchange Members.

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Kamm Co., P. C., grain shippers.\*

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
Scroggins Grain Co., grain merchants.\*  
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Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seldi, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*  
(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY.

### Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.  
Jones & Co., M. B., buyers—quote us.\*  
Therrien, A. F., broker.

## NORTH PLATTE, NEBR.

Leyboldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Mid-State Grain Co., The, grain & feed mchts.  
Polson Grain Co., mill wheat specialists.  
Scannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co., wheat, corn, oats, kafir.\*  
White-Richert Grain Co., coarse grain, field seeds.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Udlike Grain Co., milling wheat.\*

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### Board of Trade Members.

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Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

Miles, P. B. & C. Co., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

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Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

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Western Terminal Elevator Co., receivers and shippers.\*

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### Produce Exchange Members.

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Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

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Derby Grain Co., wheat, corn, oats, and millfeed.\*

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Waterloo Brokerage Co., brokers—grain & mill feed.\*

## WICHITA, KANS.

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Baker Grain Co., The A. F., wheat, corn, oats, kafir.  
Blood Grain Co., I. H., receivers and shippers.  
Brady Grain Co., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wheat, corn, oats, kafir.  
Wichita Terminal Elevtr. Co., general elevtr. business.\*

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*"All Your Needs in Grain and Feeds"*  
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Returns within 24 hours after grain is unloaded  
**We Solicit Your Consignments**

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Your consignments and orders for future  
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Covers GRAIN, SEED AND COTTON  
It is FREE to all within our business range  
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A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

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Get in touch with us.*

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*Grain, Hay, Beans.*

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*Grain Merchants—Export and Domestic.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

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**WE BUY  
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the interest of your market at heart, support it earnestly, help to advertise it thoroughly, and above all do not convey the impression that it is an indifferent market by giving it 30 cents worth of advertising.

I've read a number of grain publications, but must admit the Grain Dealers Journal is the best of them all. It is not just a propaganda medium.—E. Larimer, mgr., Farmers Galesburg Elvtr. Co., Galesburg, Ill.

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CONSIGNMENT SPECIALISTS

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## Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1¾ lbs.

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Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

**EVERY** time you boost the JOURNAL you encourage and help us to make it better.



## SKF Bearings Keep Wagons Moving



### You Can Forget About Bearing Troubles If Your Equipment Runs On **SKF**

**E**VER have to turn away business at the height of the rush just because a bearing stopped the works? When wagons and trucks are lined up in your driveway you can bet that **SKF** Ball Bearings won't let you down! They never quit no matter where you use 'em, on cornshellers, in the cupola and wherever shafts turn in your elevator.

**SKF** Ball Bearings are easy to install. Not only do these bearings free your mind from

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Just jot down some information for us about your shafting and equipment. We'll show you what the other fellow is doing and how you can save some real dollars and cents too!

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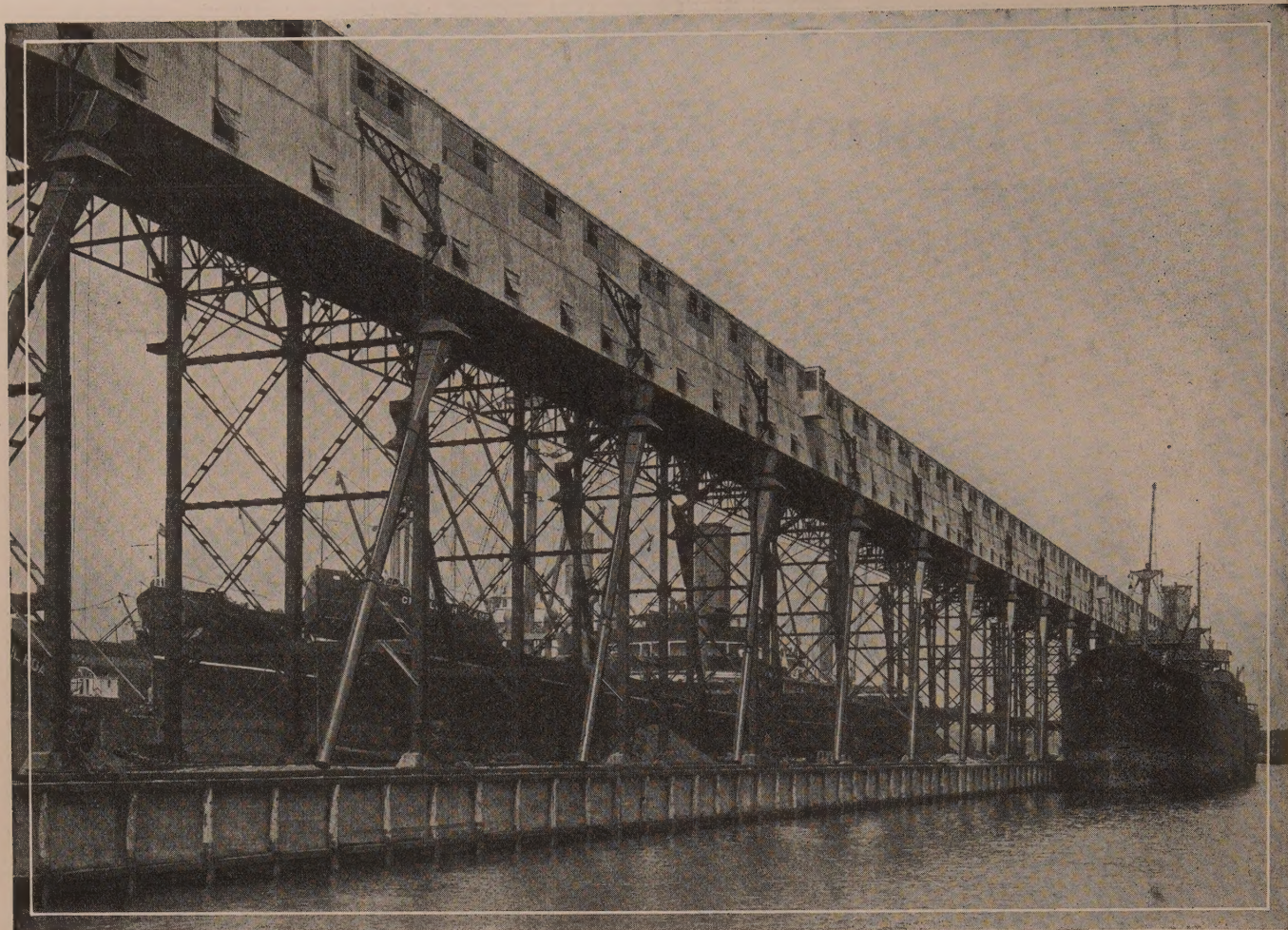
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**Ball  
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## The Proper Method and The Proper Equipment

The right method for doing your specific grain handling job and the right equipment with which to do it can both be supplied by The Webster Mfg. Company.

With fifty years' experience in solving grain handling problems in America's largest grain elevators, etc., and with unlimited facilities for building the necessary equipment, Webster is

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# WEBSTER





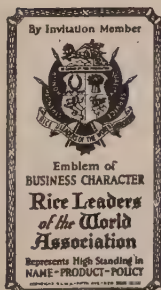
## *The Surest Guide for Buying Transmission Rope*

There is an infallible guide for buying quality Transmission rope, upon which many users of high grade rope have learned to depend. You may be entirely sure of what you are getting by demanding the Transmission Rope containing the

### *Columbian Tape-Marker Guarantee*

It is the famous Columbian *Tape-Marked* Pure Manila Transmission Rope which has the red, white and blue *Tape-Marker* in every foot. On this *Marker*, the Columbian Guarantee appears, vouched for by the manufacturer's signature.

The *Tape-Marker* is the surest guide for buying Transmission Rope because it not only identifies the rope as being Columbian, but also assures, through the signed Guarantee that it is a Quality Rope. For these reasons, Guaranteed Columbian Rope is the safest Transmission Rope to use.



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Branches: New York Chicago Boston New Orleans





## PAINT and MOISTURE

Resistance to dampness is an important factor in the life of a protective paint as corrosion does not occur except in the presence of moisture.

## DIXON'S SILICA-GRAPHITE PAINT

with its pigment of flake silica-graphite possesses to an unusual degree that peculiar quality of water repellancy.

Because of this characteristic, as well as its oily nature and flake formation, Dixon's Silica-Graphite Paint is unequalled in resisting corrosion and providing protection.

The result is that Dixon's Silica-Graphite Paint, judged by its cost per-year-of-service, is far more economical than the "cheaper-per-gallon" paints.

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Jersey City  New Jersey

1827 — ONE HUNDREDTH ANNIVERSARY — 1927



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

**The Day Company**  
Dust Collecting Engineers

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## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin



We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

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**Cyclone Blow Pipe Co.**

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With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 3/4 inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 1/2 x 12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

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**SUPERIOR  
ELEVATOR CUPS**

FOR

**CAPACITY — FLEXIBILITY — SERVICE  
PERFECT PICK UP AND DISCHARGE  
At Low or High Speeds**

**GUARANTEED**

to give at least 20% greater capacity than any other cup on the market without changing a thing on the elevator but the cups.

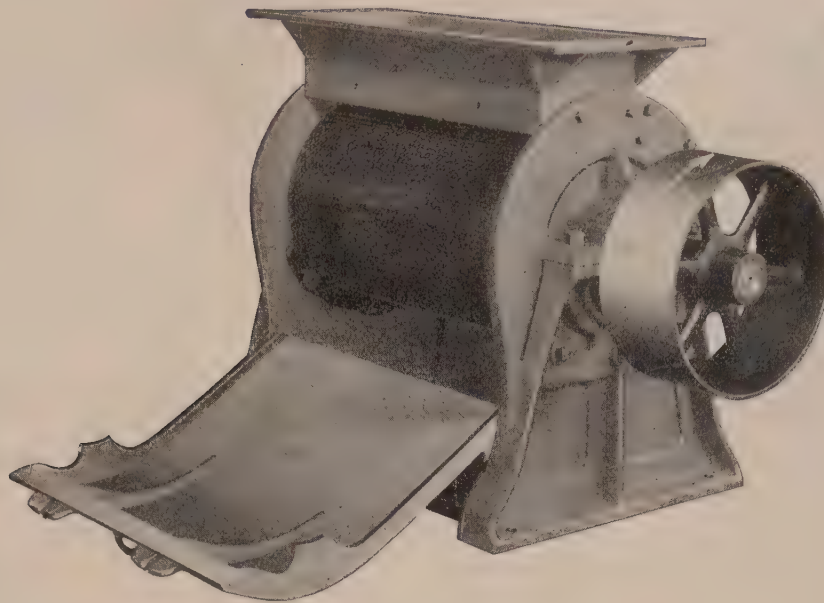
Write for free sample, and full information.

**K.I. Willis Corporation**  
MOLINE, ILLINOIS





"Eureka"—"Invincible" Grain Cleaning Machinery



## Eureka Corn Cutter

*Steel cut* corn, durum wheat, milo maize, peas, millet and kafir corn sell for much better prices than ordinary cracked, ground or milled feed.

### The Eureka Cutter

makes a cleaner, brighter and more uniformly sized product than is possible with any other means of reduction. Much less fine residue, no jagged edges or splinters. Cuts corn with excessive moisture perfectly; requires less power. Makes a highly saleable product that

## Brings Better Prices

*A series of five pictures of our new De Luxe models will be sent to those interested*

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## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.

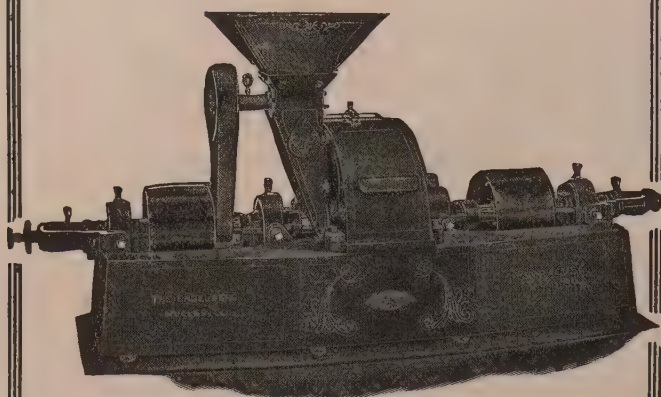


"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England



## The "HALSTED" HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

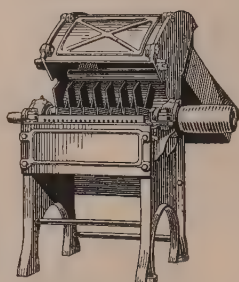
Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**

Incorporated

SYRACUSE, N. Y., U. S. A.

## The W-W Hammer Type Feed Grinder



Distributors Wanted.

Write for bulletin and samples of ground feed.

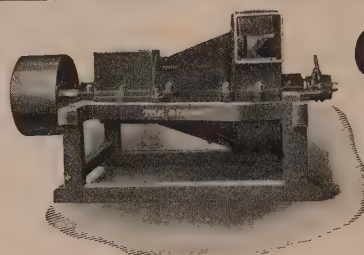
The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.

### The World's Greatest Feed Grinder

Grinds any grain to any fineness—also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

**Price \$150 to \$450**

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.



## Corn Shellers which Last

*Prompt Service  
on Repair Parts*

Have Your Elevator Equipment Furnished and Installed

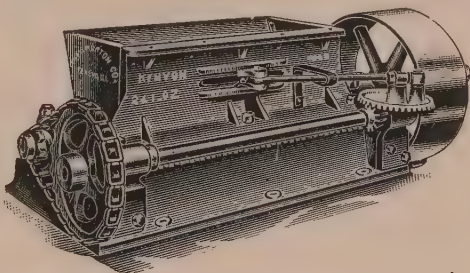
BY

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

Successors to the Philip Smith Mfg. Co.

## More and More

Farmers are learning the greatly increased value of ground feed. That means more work for you if you are equipped to handle this work rapidly and easily.



## KENYON CORN CRUSHER

will crush corn in any condition—with cobs and husks, ready for your attrition grinder. And it does it faster, with less power.

Horseshoes, chain, monkey wrenches, have no effect on the blades.

Write for catalog of this money-maker.

**BURGESS-NORTON MFG. CO.**

Established 1903

535 Richards Street

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## Gruendler America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while ma-

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All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

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**Gruendler Patent Crusher & Pulverizer Co.**

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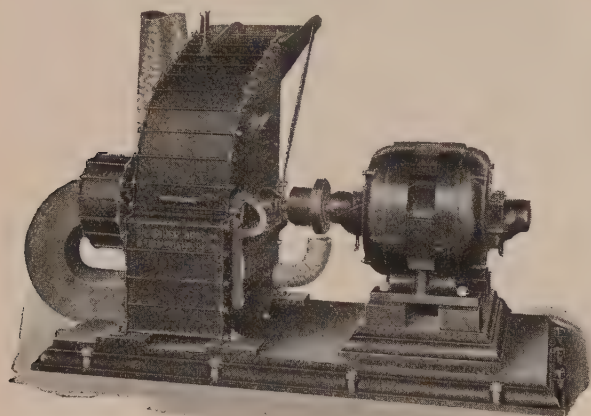


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THE  
*Bauer*

# Hammer Mill Ball Bearing Belt or Motor Driven

Buy from a firm of established reputation and take no chances. The name "Bauer" means "Service" in Feed Grinding Machinery.



## Grinds Anything

Shipped complete with Cyclone-Collector, double spout Bagger, Piping, etc.

Heavy steel construction throughout, double strength where necessary.

Fan of improved design and construction.

Automatic Screen Remover.

Air returned from cyclone passes through specially constructed duct to increase capacity.

Many exclusive "Bauer" features.

The latest improved mill without freak design.

Write for particulars to

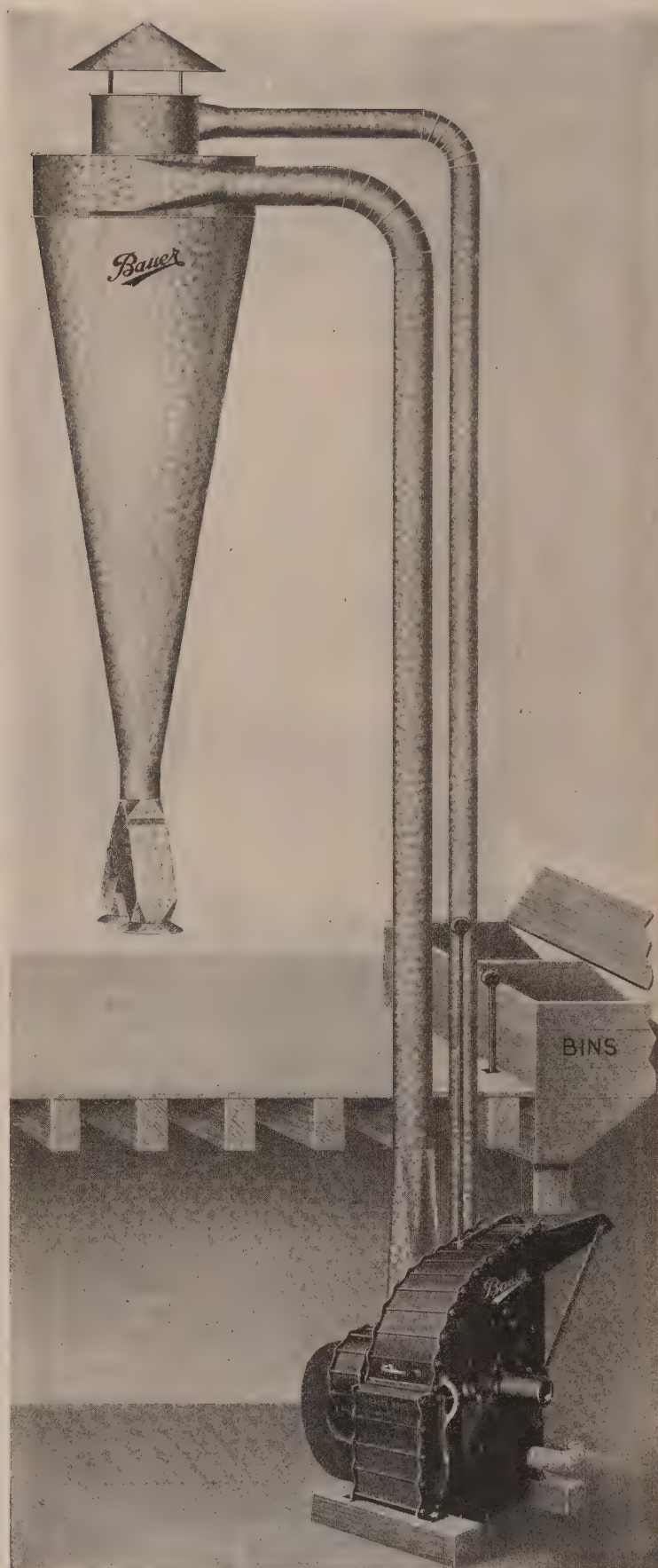
THE **BAUER BROS. CO.**

Manufacturers

"Bauer" Attrition Mills, Crushing  
and Separating Machinery

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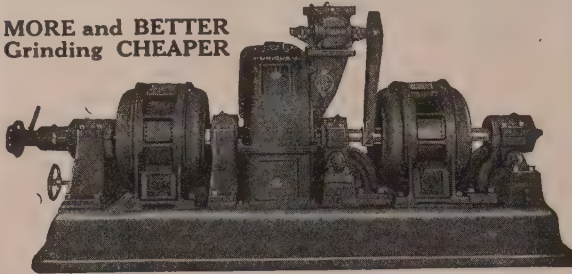


Pit or Basement Installation



For Greatest Profit In  
Feed Grinding, Employ The  
**UNIQUE**  
BALL BEARING ATTRITION MILL

MORE and BETTER  
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

**ROBINSON MFG. CO.**

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET

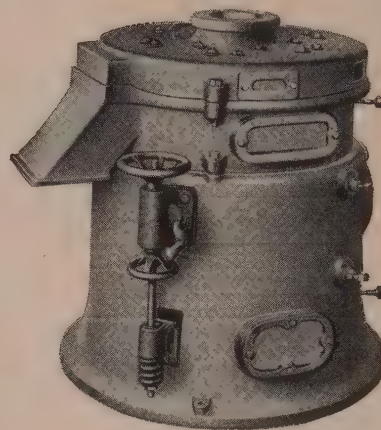
Allis-Chalmers  
Vertical Grinder

WITH

ENCLOSED

VENTILATED TYPE

MOTOR

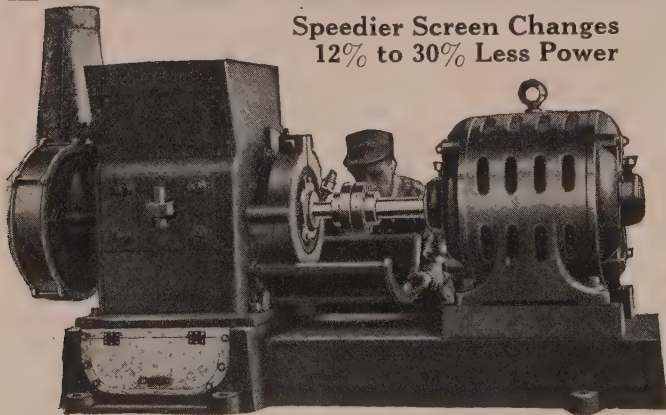


Has all of the features of a double head attrition mill in little space and at low cost.

Allis-Chalmers  
Mfg. Co.

Milwaukee, Wis.

Speedier Screen Changes  
12% to 30% Less Power



**A New Williams Grinder**  
— The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs. greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

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**WILLIAMS**  
ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS  
**WILLIAMS**  
PATENT CRUSHERS GRINDERS SHREDDERS

**Do Not Take Chances**

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. .... to be delivered at ..... on or before ..... They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering each load delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15. Weight 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.40. Weight, 21 ozs.

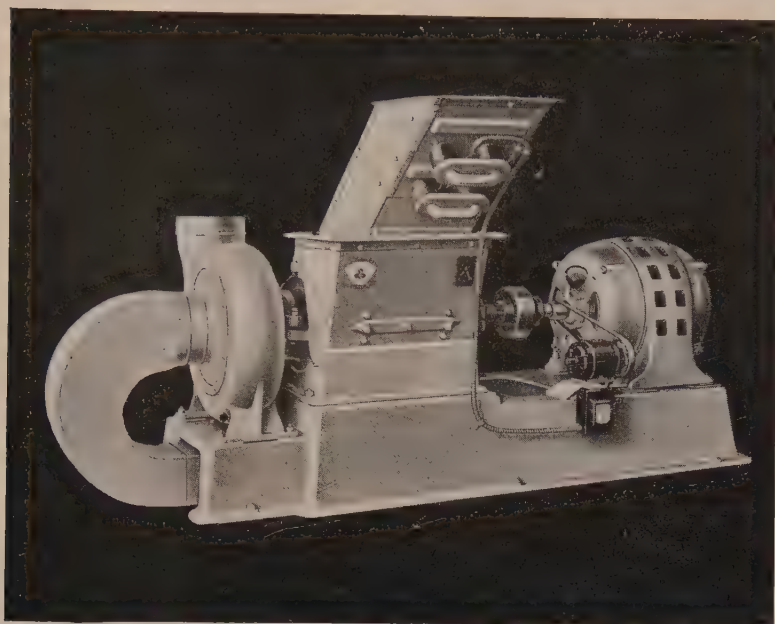
**Grain Dealers Journal**  
309 South La Salle St. Chicago, Ill.



# A Hammer Mill Complete

The new MIRACLE ACE HAMMER MILL has improvements that any man mechanically inclined will at once recognize will reduce power and give efficiency not heretofore attained by hammer mills.

In addition to these features which cut down operating power we are now putting out these mills completely equipped. There is nothing else that you have to buy to make them complete. Every one is provided with an electro magnetic metal catcher, a power drag and all direct driven units have ammeters.



This is our No. 5 SUPER MIRACLE ACE direct connected to a seventy-five horse power motor. It will grind 10,000 pounds of oats or 25,000 pounds of ear corn per hour. We build five smaller sizes.

With their reduced power, their sweetness of operation, the MIRACLE ACE HAMMER MILLS are making more money for their owners than has been made by feed grinders.

Ask for our new booklet, just off the press, "The Miracle Ace." We will be glad to send it.

## The Miracle Molasses Process

This is the first announcement of the cold molasses process which has already created such a stir in feed grinding circles. It is a cold molasses process that can be operated without heat in all kinds of weather.

It is inexpensive to install. It is very simple and requires little power to operate. It requires no more labor than is necessary around any feed mill. It is the only process suitable for custom milling. You can put molasses on your customers' feeds as you grind them.

There is  $2\frac{1}{2}$  times the profit in operating a feed mill equipped with the MIRACLE MOLASSES PROCESS over a mere feed grinding mill. Besides farmers and feeders will pass up other mills and come miles out of their way to get molasses put on their own feeds. Here is the greatest improvement ever made in the custom feed milling business.

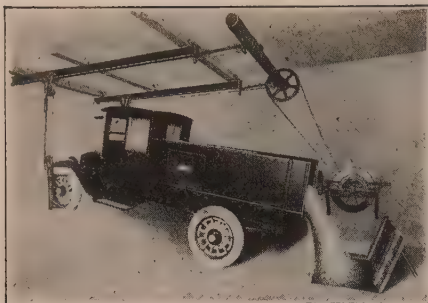
*Write us for further information.*

**The Anglo-American Mill Company**

**300 - 400 Kennaday Ave.**

**Owensboro, Ky.**





### McMillin Combination Wagon and Truck Dump

Are you contemplating re-qualifying your plant? Putting it in readiness to handle a Bigger Volume of business in a more satisfactory way?

Remember your Dump. This is IMPORTANT!

Control your business by being prepared to take care of it.

Be the first in your vicinity to say:—

"We have a McMillin Combination Wagon & Truck Dump. We can take care of you! Any length vehicle, either wagon or truck—we're able to handle them. Why? Because we use the McMillin Combination Wagon and Truck Dump, which is especially constructed to handle all vehicles with ease, safety and speed and we invite you to share in the Service we are in position to offer you."

For further information Address

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### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.



### CONE-SHAPE GRINDERS

#### It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *E. W. Watt, Jacobusburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. Gr  
**N. P. BOWSHER CO., SOUTH BEND, IND.**



### 10,000 SHIPPERS Are now using

#### TYDEN CAR SEALS

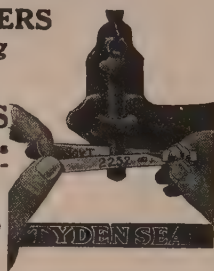
Bearing shipper's name and consecutive numbers.

Prevent CLAIM LOSSES

Write for samples and prices

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice President  
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## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60, 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cts

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305 So. La Salle St. CHICAGO, ILL.

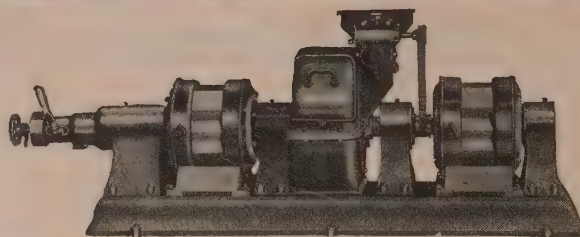
Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

### INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St., Chicago

## Costs Less to Run — Large Capacity — Grinds Fine or Coarse — Rugged — Best All Around Feed Grinder

Every bit of power applied is used in useful grinding. Our patented method of mounting the ball bearings keeps the grinding plates perfectly true. Unequalled hardness and durability of Monarch plates keep operating cost down to the minimum.



The Low Cost Feed Grinder

### MONARCH ATTRITION MILL

The Low Cost Feed Grinder

The sturdiest and best all around feed grinder ever built. Many in use fifteen years and still giving excellent service. Thousands of mills and elevators have increased their profits and built up a satisfied list of customers with a Monarch. It will do as much for you. Nine different sizes with capacities of 1,000 to 12,000 pounds per hour. Catalog ID on request.

Flour Mill Builders

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Chicago Office  
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726 Harrison St.



Feed Mill Builders

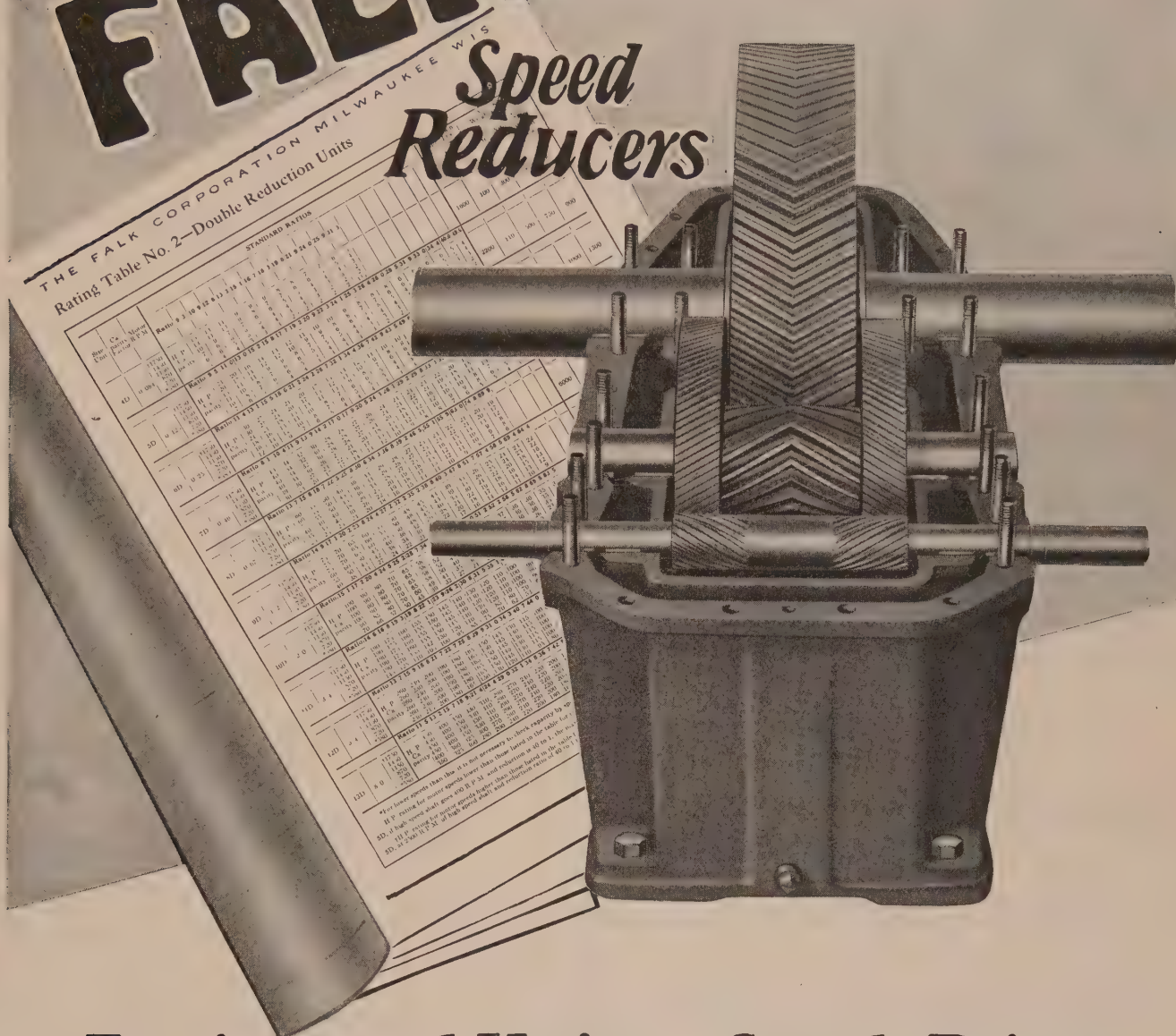
## SOME GRAIN DEALERS

have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



# FALK

## Speed Reducers



## Engineered Units – Stock Prices

**F**ALK Speed Reducers are standardized for any duty. New rating tables make selection of the unit easy. Shipment is made from stock on standard ratios — immediately!

Falk Speed Reducer rating tables are a guarantee of capacity. Provision is made for 100 per cent overload starting capacity.

Purchasing departments and engineers should have price lists and bulletin on these new units.

Get Falk quotations on your present requirements for comparison.

*Bulletin Number 160, containing rating tables and full dimensions, with new price lists, sent on request.*

## The Falk Corporation

New York Albany Milwaukee Detroit Chicago  
Wilkes-Barre Pittsburgh Denver San Francisco  
Birmingham Portland Minneapolis  
Canada: The William Kennedy & Sons, Ltd., Owen Sound, Ontario  
Exclusive Sales Representatives & Licensed Manufacturers under Falk Patents  
Branches: Halifax, Montreal, Toronto, Cobalt, Winnipeg, Vancouver

Falk  
Herringbone Gears

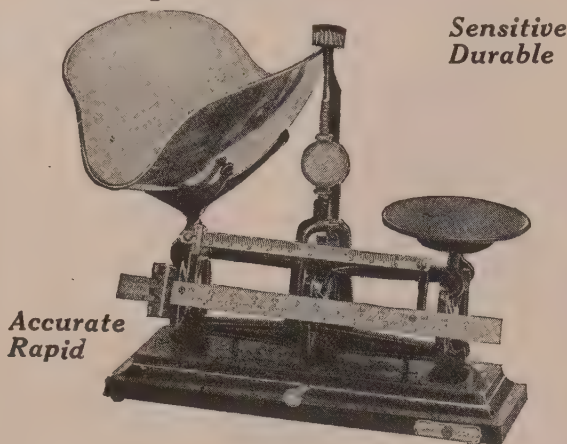
Falk  
Speed Reducers

Falk  
Flexible Couplings



## Grain Grading Scale

Designed in accordance with the suggestions of and supplied to the U. S. Department of Agriculture, Grain Trade, etc.



**Accurate  
Rapid**

**Sensitive  
Durable**

No. 6200

For Quick and Accurate Determinations of Wheat Grain, Oats, Rye, Etc., Etc.

1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

## THE TORSION BALANCE CO.

New York Chicago San Francisco  
92 Reade St. 228 N. La Salle St. 49 California St.

## Too Many Buyers

**Read this letter received from  
Cook Bros., Woodward, Iowa.**

Grain Dealers Journal, Woodward, Iowa.  
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,  
COOK BROTHERS.

**Here are the ads referred to**

### MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

### DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.

## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE  
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

## The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana  
Canadian Plant At Woodstock, Ont.

## THE VALUE

### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

## GRAIN ELEVATOR BUILDERS

### A. F. ROBERTS ERECTS FURNISHES

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

SABETHA, KANSAS

GRAIN and COAL ELEVATORS

## T. E. IBBERSON CO.

CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

### WHITE ★ STAR ★ CO. WICHITA, KANSAS

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

### L. J. McMILLIN

Engineer and Contractor of  
GRAIN ELEVATORS

Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

## This space is yours

If you are the first to apply for it.



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

### Coal Sales Book

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

**Grain Dealers Journal**

309 So. La Salle St., Chicago, Ill.

### Robin Hood Mills

Mill and Elevator  
Saskatoon, Sask.



Now Under Construction by

**McKENZIE-HAGUE COMPANY**

MINNEAPOLIS and SASKATOON

### CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER  
CONSTRUCTION CO.**

North Platte, Nebr.

Plans and Specifications Furnished

C. T. Stevens

C. E. Roop

C. B. Berutio

**Stevens Engineering & Construction Co., Incorporated**  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

### Weller Metal Pmts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

### E. H. CRAMER

Hampton, Nebraska  
Designer and Builder of  
Grain Elevators

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### BIRCHARD Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

Upon readers patronage of its  
advertisers depends the success of  
the *Grain Dealers Journal* work.  
Will you mention it?

### The Star Engineering Company

Specialists in

**Grain Elevator Construction**

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation.

Estimates and information promptly furnished

**Wichita, Kansas**

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### DESIGNERS

of Grain Elevators, Flour Mills  
Feed Mills, Warehouses  
and Industrial Buildings

**HORNER and WYATT**

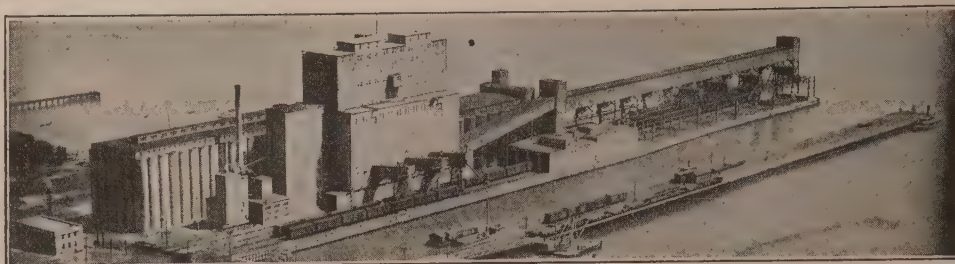
Board of Trade Bldg. Kansas City, Mo.

*It Pays to Plan Before You Build*

The Grain Dealers Journal is a first-class publication.—Albert W. Orr, Kansas City, Mo.



Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

## Pennsylvania R. R. Elevator, Baltimore *The Most Modern Elevator in the World*

Designed and Constructed by

**James Stewart and Company, Inc.**

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



## One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

## THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



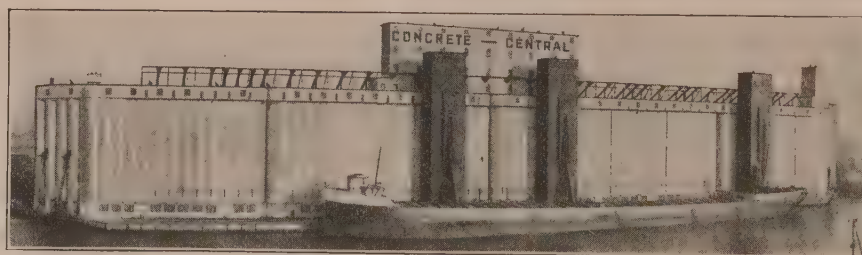
## FOLWELL-AHLSKOG COMPANY

Engineers and Constructors

323 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.





The Baltimore & Ohio R. R. Co.'s  
Baltimore, Md.

## Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling  
Plant in the World*

Constructed by

THE M. A. LONG CO.

*Engineers and Constructors*

Grain Elevator Department

The Long Bldg. - Baltimore, Md.  
Postal Tel. Bldg. - Chicago, Ill.



## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was  
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

## Jones-Hettelsater Construction Co.

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.

## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

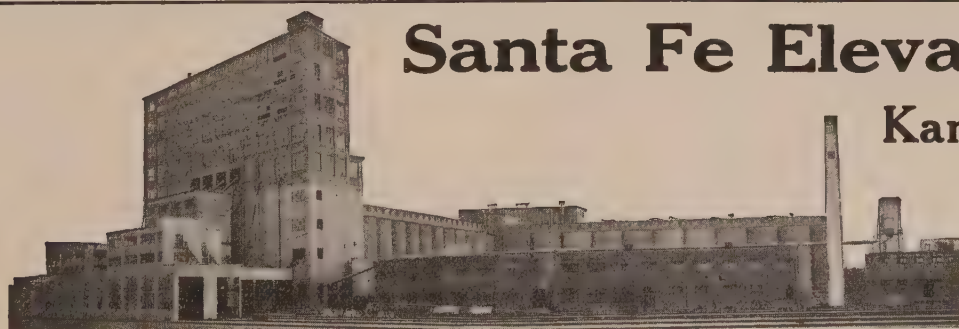
Fort William, Ont.



## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels



John S. Metcalf Co.

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NEBRASKA**—Elevator and residence for sale. Located in central Nebraska, good territory. Priced to sell. James Frye, Sweetwater, Nebr.

**CENTRAL NEBRASKA**—Cribbed elevator for sale, capacity 50,000 bu., feed mill in connection, also warehouses. Good grain belt, priced right. L. M. Gietzen, Columbus, Nebr.

**FOR SALE**—25,000 bu. capacity concrete tube elevator in best grain district of the country. All new and modern. electrically equipped. A bargain. Address 59Y16, Grain Dealers Journal, Chicago, Ill.

**NORTHERN ILLINOIS**—Grain elevator, coal and building material business, small village, doing good paying business, competition good, rich farming community. Will be sold quick. Wish to retire. Reasonable price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**NORTH CENTRAL NEBRASKA**—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

**INDIANA**—Grain elevator for sale, best location, county seat; doing good business, corn, oats, wheat, feed, fence, coal, machinery, etc. Excellent farming territory. Good railroads and schools. Priced right. Portland Equity Exchange, Portland, Ind.

**ILLINOIS**—65,000 bushel grain elevator, steel roof and siding, electrically equipped, large two story building adjoining, 60 miles from Chicago on C. B. & Q. Good reason for selling. To be sold by sealed bids on December 21, 1927. For further particulars write Millington Grain & Supply Co., Millington, Ill.

**OHIO**—Grain elevator for sale, 20,000 bu. capacity, electrically equipped, large hammer mill. Warehouses, coal bins, dwelling. All on private grounds with private switch. Located in Northwestern Ohio and doing a fine business. Priced right for quick sale. Address 59Y2, Grain Dealers Journal, Chicago, Ill.

**RESERVE, KANSAS**—20,000 bu. elevator and coal business located at the best grain shipping point in this section of the state. Modern and in A-1 condition. If you want to buy an established business, act promptly for this is a real situation. Address Chester G. Jones, Trustee, Reserve, Kansas.

**NORTHWESTERN OHIO**—Two Modern Country Grain Elevators doing good business shipping corn, oats, wheat, hay and straw, selling coal and feed, etc. Excellent farming territory; good location; good railroads and good schools. Priced right for quick sale. Write Pollock Grain Co., Middle Point, Ohio.

**WISCONSIN**—Modern, fireproof grain elevator, feed, flour and fuel business for sale. Good going business. Also modern home. Part cash, balance terms. Or will sell home and lease elevator with option to buy. Wonderfully equipped plant in rich dairy section. A rare business opportunity. B. C. Clement, Elmwood, Wis.

**IOWA**—Grain, feed, coal business for sale. Cribbed elevator of 25,000 bu. capacity; fully equipped; electric power; attrition mill; in first-class condition. Flour, seed, feed warehouses and 16 coal bins. Exceptionally good trackage on C. M. & St. P. Business flourishing with large territory and patronage. Under one management since 1882. Sale to settle estate. Clausen Elevator Co., Clear Lake, Iowa.

## ELEVATORS FOR SALE.

**SOUTHERN MICHIGAN**—Grain Elevator, coal, feed business; good territory; reasonable. Write 59N8, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

**EAST MICHIGAN**—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevators located in Southeastern Nebraska. Large corn crop now being gathered. Also a terminal elevator located on the Missouri River. Have a few two-burner moisture testers for sale. Address 59X13, Grain Dealers Journal, Chicago, Ill.

**WESTERN NEBRASKA**—Modern grain elevator for sale, 15,000 bu. cap.; warehouses, coal bins, feed mill and a block of trackage, all on private grounds along main line of U. P. R. R. Doing a paying business. Address Farmers Elevator Co., Sidney, Nebr.

**OHIO**—18,000 bu. elevator for sale, electrically equipped; located in corn and oats belt; frame metal covered building and machinery in good condition; doing 150 to 200 cars a year; also coal and feed. A money maker. Address Lock Box 115, Bowling Green, Ohio.

## FOR SALE

Two terminal transfer elevators located in Chicago Inspection District, combined capacity 150,000 bushels. These elevators are in first class working condition and fully equipped to handle and condition all kinds of grain. Transit billing to the South and East. Priced at one-half the appraised value for quick sale. Terms. For particulars address 59X4, Grain Dealers Journal, Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners secure machines and engines which you want sell those for which you have no further use and perform a myriad of kindred services for shrewd people who use them regularly. REAL and USE THEM.

## ADDRESS WANTED.

A. RASMUSSEN recently collected money at Northwood, N. D., for the Grain Dealers Journal without authority from the publisher and without reporting or remitting. Information regarding his home address or present whereabouts will be greatly appreciated. Charles S. Clark, Mgr., 309 S. La Salle St., Chicago.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## ELEVATORS WANTED

**WANTED**—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To buy or lease an elevator at a good station in Livingston or McLean Counties in Ill. Address Paul Rittenhouse, Cullom, Ill.

**WANTED**—To rent Ohio elevator with privilege of buying. Address 59Y17, Grain Dealers Journal, Chicago, Ill.

**WANT TO TRADE** business doing 150,000 bu. in grain and 1,300 ton in coal for one that will do twice the business. Address 59Y18, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Flour, feed, fertilizer business for sale in Indiana city of 10,000; 3-story building and machinery, \$12,000; stock and fixture invoice. Mielke Bros., Danville, Ill.

**KANSAS**—Flour and feed mill for sale, well equipped mill on railroad, in heart of Kansas hard wheat belt, in good territory. Power: Diesel and water power. Will consider part trade. G. A. Fuller, Meriden, Kansas.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

**FOR SALE**—Feed mill building in Southern Minnesota. Large territory and great stock raising district. Also some shafting, pulleys, belting and roller mill. A splendid opportunity to get into the feed business. No other mill in town. Address 59X18, Grain Dealers Journal, Chicago, Ill.

**KENTUCKY**—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.



## SITUATION WANTED.

**POSITION WANTED** by married man with 15 years experience in the grain business. Address 59Y20, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—Young man with seven years experience desires position as manager of old line or co-operative elevator. Address Victor Case, Anita, Iowa.

**POSITION WANTED** as manager or assistant in grain elevator; 15 years experience as manager; best of references. Address 59Y14, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by an experienced man who can handle a country elevator and make it pay. Prefer beans, grain, seeds, coal and all side lines. Address 59Y15, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** with grain firm as either manager or bookkeeper. Have had twenty-five years experience in the grain business in country elevators. Know the coal, flour and feed business. Want position about February first. Write 59Y8, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of country elevator by competent man of 17 years' experience with the grain trade. Can furnish references that I have produced results. Run elevator and office. Present employers retiring. Age 40 and will go anywhere. Address 59X16, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**EXPERIENCED SALES MANAGER** familiar with eastern territory wanted by Eastern Penna. feed manufacturer. One with knowledge of transit traffic preferred. Address 59X17, Grain Dealers Journal, Chicago, Ill.

## SCALES FOR SALE.

**RICHARDSON Automatic Scales**, 4 to 8 bu capacity for sale; fine condition. Also R. R track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—Richardson Automatic grain elevator scale, hopper capacity 4-bu., hourly capacity 1,000-bu. Scale in excellent condition and ready for immediate shipment. W. H. Cramer Construction Co., North Platte, Nebr.

**FOR SALE**—Five 1600-bus. Fairbanks-Morse nopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. Blue Valley Structural Steel Co., 7505 Independence Ave., Kansas City, Mo.

## SCALES WANTED.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

## Bargain Sale in Soiled and Shelf Worn Books.

**Gold Bricks of Speculation**, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Clark's Freight Tables**: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Clark's Double Indexed Car Register** gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. LaSalle St., Chicago, Ill.



Children are the  
parents of tomorrow  
Help guard their  
health  
Buy  
Christmas Seals

The National, State, and Local  
Tuberculosis Associations  
of the United States

## Make Your Business

A Christmas present that will assist it to avoid the snares and pitfalls of new trade highways. Send it the convictions, suggestions and experiences of your brother grain dealers twice each month by subscribing to **The GRAIN DEALERS JOURNAL.**

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may profit by the experience of others in the grain trade, please send me the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars to pay for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

.....bus.

State.....

Use Universal Grain Code.



## MACHINES FOR SALE.

**FOR SALE**—One Western Portable Sheller, No. 2A, in good condition. Price low for quick sale. Assumption Grain Co., Assumption, Ill.

**FOR SALE**—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

**FOR SALE**—J-B grinder; 40-hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One practically new Barnard & Lee three roller feed grinder, priced low for quick sale. Morgan County Elevator, Fort Morgan, Colo.

**FOR SALE**—No. 4 style "A" Monitor Combined Corn and Grain Cleaner. This machine will handle corn and cobs as well as small grain. Never used. Bargain. John G. Troester, Sidney, Ohio.

**FOR SALE**—Lehigh corn dryer, capacity 350 bu. per hour. This dryer was installed in concrete building and is in perfect condition. Never been in use. Can be bought very reasonable. Farmers Grain Co., Larchwood, Iowa.

## SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices. Transmission Machinery Co., Chicago, Ill.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## MACHINERY BARGAINS

One Hess Dryer, No. 3; one Huhn Dryer, 80 bu. capacity per hour; one Ellis ballbearing Dryer; one new Hughes Hammer Mill; one used Gruender Mill; 20" motor driven Monarch Attrition Mill; 18, 20 & 24" Dreadnaught Grinders; 22" Bauer Mill; one new 1000 lb. Batch Mixer; one Burton Mixer (used); 7 x 14, 9 x 18 & 9 x 24, 3 pr. high feed mills; 9 x 18 & 9 x 24 feed mills; grain and bean cleaners, all sizes. A. D. Hughes Co., Wayland, Mich.

## NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,  
9 S. Clinton St., Chicago, Ill.

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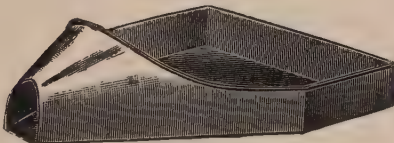
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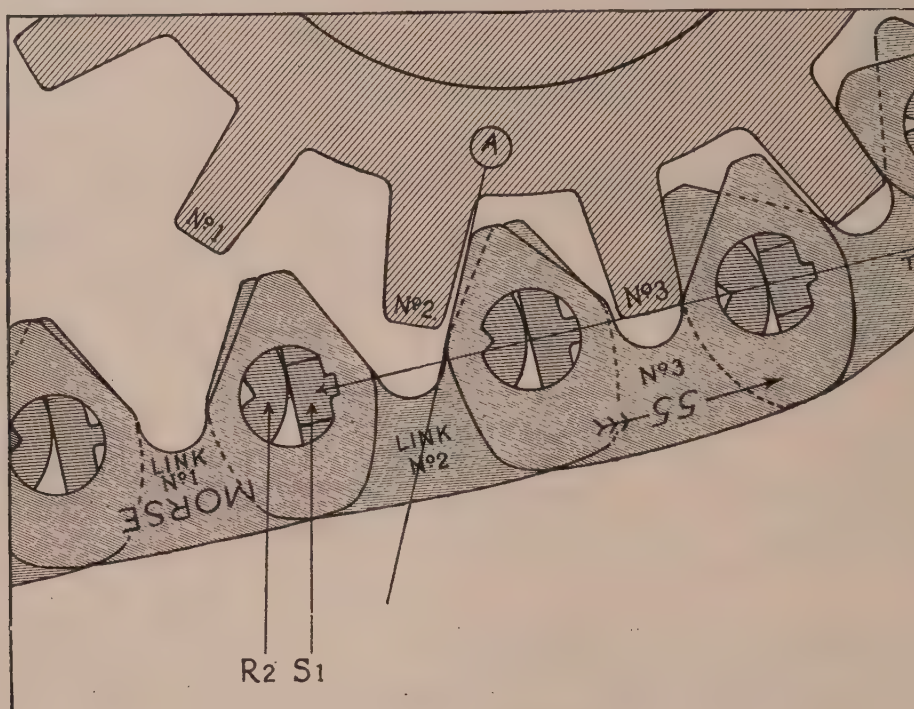
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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

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**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 10, 1927

**GOVERNMENT** operation of telephones in Europe is so efficient that it takes only 180 minutes or 3 hours, on the average, to complete the connection between Paris and Brussels; and between Paris and Berlin, 68 minutes.

**ANTI-FRICTION BEARINGS** are being installed in grain elevators with increasing frequency for reducing the power bill and elevator operators who are buying electrical current readily appreciate the advantage of reducing their horse power requirements. It reduces the monthly bill.

**THE VOLUNTEER** fire department of Minco, Okla., wrecked the old-time heresy that whenever a grain elevator catches fire it is already burned, by extinguishing a fire in the Wegener Elevator with a total loss of only \$83.22. The town without fire fighting apparatus and an organized department always pays dearly for fire insurance. The more protection provided the lower the insurance rate charged.

**THE McNARY-HAUGEN** farm relief bill has again been promised consideration by the U. S. Senate, Republican Leader Curtis having assured the radicals consideration for three different measures providing they would assist in the organization of the Senate. It was log rolling that got the bill thru Congress before, altho a majority of the members were opposed to it and the radicals seem to be pursuing the same tactics again.

**THE GREATER** the selling price of a Board of Trade membership the more careful will the possessor be to avoid conduct that may lead to expulsion and cancellation of the certificate. The late rise in the price of memberships is gratifying to all interested in the welfare of the organized markets.

**DRIERS** ARE being installed in so many country elevators it must be that far-sighted country elevator operators are finding them a profitable investment. New corn contains so much moisture dealers with driers will be able to increase their profits from handling damp grain sufficiently to pay for installing the drier.

**NORTH DAKOTA** grain buyers will be interested to know that the U. S. Supreme Court this week decided that "Grain produced in North Dakota by a farmer who has gone thru bankruptcy and been discharged may be seized under a mortgage made prior to bankruptcy," so it behooves the elevator operators of that state to watch out for mortgaged grain.

**FEED GRINDING**, crushing and mixing machinery is now being installed in many country elevators and the managers are giving careful study to the essential ingredients for more profitable feed. Feed grinders who are able to give patrons helpful advice which will bring them better feeding results are in a position to get the grinding trade of their neighborhood.

**LOCAL MEETINGS** are proving the best means of establishing friendly relations among the dealers of the territory covered, and it is very encouraging to observe that the Ohio Ass'n is holding local meetings with increasing frequency. Local meetings in other sections have done much to help attendants to better business methods.

**THE POOL** method of skinning bucolics seems to appeal to the Sec'y of Agriculture, for he again recommends the "large scale marketing ass'ns" in his annual report. The Sec'y has evidently overlooked the fact that most of the grain pools organized in this country have cost members most dearly for the privilege of marketing grain thru them, with the result that members have discontinued growing the pooled grain or else leased their land to persons not in the pool. Grain pools are so wasteful and extravagant no grower can afford to join in support of them. In fact, it has cost grain growers from 9c to 16c a bushel more to market their grain thru pools than thru the established grain marketing agencies. Why continue to support them?

**THE BUROCRATIC IDEA** of operating railroads is to consolidate unprofitable roads with paying systems just as government departments forever carry on a losing activity once it is started, at the expense of the taxpayers. The courts do not approve of this, as witness the decision of the Arkansas District Court in the case of the Missouri Pacific v. Interstate Commerce Commission, holding it beyond the authority of the Commission to establish a thru route over a weak line for the purpose of producing revenue. The Commission on Mar. 2, 1926, had ordered a thru route over the Ft. Smith, Subiaco & Rock Island, to include the branch line of the Missouri Pacific between Paris and Ft. Smith. This the court has permanently enjoined.

**THE METRIC SYSTEM** was made legal in the United States 60 years ago; but Congressman Britten's proposed law would make it compulsory to abandon our present weights, which the people by continued use have found satisfactory. Our satisfactory coinage system is not metric or decimal, but centesimal, with a half dollar and quarter dollar.

**NORTH DAKOTA** has found milling so unprofitable that its politicians are looking about for an opportunity to unload. Its Grand Forks mill and million bushel elevator seems in a good way to fall into the hands of a new lot of schemers who have adopted the name of Farmers Milling Co., in order to encourage the politicians of the state to turn the \$3,000,000 plant over to it for further exploitation.

**FOURTEEN** of the 25 men who have served on the Interstate Commerce Commission since it was created had no special knowledge of railroad matters; and altho the Act is intended to maintain private ownership, Commissioner Eastman is an advocate of government ownership. Therefore in naming the two commissioners to succeed those about to retire it is desirable that men with un-American principles be considered ineligible.

**DURING THE** last year we have had many consolidations, mergers and combinations of grain firms at country stations, all designed to reduce their overhead charges and increase the volume of business handled. A recent merger at Three Oaks, Mich., whereby three competing firms were merged into one is the best evidence of the advantages of economical operation that has been reflected in our news columns for some time. Another firm in Lyons, Neb., purchased the extra elevator and is using it for storage.

**SHIPPER'S WEIGHTS** cards for posting weights of grain loaded into car inside each car billed out are now being used by grain dealers of Ohio in the hope of assisting inspectors at destination to discover quickly any shortage and investigate the cause before the car has been moved. The use of these shipping weight cards should encourage shippers to exercise greater care in coöpering their cars as well as to prompt and more vigilance at unloading point. Shortages in grain shipments have been greatly reduced in recent years, but there is still room for further improvement.

**SMALL FLOUR MILLS** are a thing of the past. In the surplus grain counties they are being replaced by grain elevators and in the grain consuming counties they are being succeeded by feed mills. The grade of flour put out by the little short system mills does not satisfy. Even one of the biggest of the baking combinations announced a month ago that in the endeavor to maintain the quality of its bread it would hereafter buy only short patent flour. From 1914 to 1921 the number of merchant mills in the United States decreased 39.9 per cent, and between 1921 and 1923 19.3 per cent more. The 2-year census again noted a decrease between 1923 and 1925 from 3,829 to 3,249. The farmer who got his bran and middlings from the local mill now must look to the feed miller or dealer.



SEVERAL ELEVATOR men who have recently spent large sums in remodeling and rebuilding their elevators and feed mills have failed to keep their property insured during the improvements. One dealer at Hutchinson, Minn., had about finished his improvements recently when fire wiped out the entire plant and inasmuch as he had no insurance there is little probability of his rebuilding.

SPONTANEOUS COMBUSTION occurs quite frequently in coal hence most elevator operators try to build their coal bins far enough away from the elevator for safe usage without increasing the fire hazards of the grain storehouse. The fire loss at Benson, Neb., recently was not extensive, but it gave positive proof of the source. It pays to watch your coal storage bins and when building they should be placed far enough away from the elevator to permit of their burning without endangering the elevator.

THE CONFLICT between state and federal legislation on grain futures was inevitable, and under the decision of the Missouri Supreme Court in the Christopher case, moves one more step toward a settlement. The federal control hangs on the slender thread of being "affected with public interest," as alleged by Congress, while state legislation rests on the broader fundamental rights of the states to exercise the police power. The Missouri court scored the usurpation of state rights by the federal government; and if its interpretation of the state and federal laws on future trading are accepted in other states the imagined protection given licensed exchanges under the federal futures act will become worthless.

GARNERS WHICH do not permit grain to flow out freely from their bottoms are causing a world of worry to the railroad companies who are anxious to collect freight for all grain delivered at destination so that an extra effort is being made to bring this matter to the attention of the builders and owners of terminal elevators in the hope that hereafter all garners will be so constructed as to permit the free passage of grain from their bottoms to the scale hoppers regardless of whether the grain is damp or wet. Both the shipper and the railroad company wish the right weight of shipment to be determined at destination, but if grain clings to the garner the scale will not weigh it.

WHEN IS a landlord's lien strong enough to insure a court judgment? That is a pressing question an Esmond, Ill., farmer would like to have answered. After waging the contest thru three trials this suffering landlord was able to get a decision against the Farmers Grain Company for \$1.00 and costs. Grain dealers could avoid many expensive controversies over landlord's liens if they would refuse to pay tenants for grain without a written order from the landlord, or if they would persist in making check for grain delivered payable jointly to the landlord and the tenant. Then both would have to endorse the check before getting money from the banker, and if the banker failed to distribute the proceeds of the check to the satisfaction of both landlord and tenant their action would lie against the banker, not the grain dealer.

### Farm Buro Against Price-Fixing?

In its resolutions formally adopted after mature deliberation the American Farm Buro Federation at its Chicago convention this week declared that it was "opposing legislation which would establish retail price-fixing." While it is to be regretted that the convention dismissed this subject with a single line, yet it is gratifying that the convention took the same view on the matter of price-fixing; and perhaps this little expression may be the entering wedge for an understanding of the evils attending price-fixing on commodities other than those sold at retail, such, for example, as wheat.

By its approval in the same resolutions of the McNary-Haugen bill the Federation takes a diametrically opposite position, by favoring price-fixing on wheat. As a question of principle it is difficult to understand how the Federation can approve of one and disapprove of the other. If price-fixing is bad on retail commodities it is equally bad on grains.

There is no choice in stabilized society between the competitive system and communism. We can not have part competition and part communism. The great mass of the people would rise up and smash the government that by edict permitted price-fixing as a special privilege of a small and favored class.

### A New Affliction for Illinois Farmers.

As is pointed out by Sec'y Culbertson in "Letters" in this number the farmers of Illinois have a new trouble in the form of a ten-year contract for the sale of their agricultural products and the farmers are to pay \$6.00 annually; 50c a month for ten years. Few sane merchants would consider it possible to induce anybody to sign a contract of that character, but Illinois farmers are determined to grab at anything that is labeled "Relief," and the so-called Union is said to have purchased six elevators to assist it in the efficient marketing of the farmers' produce.

For years the elevator operators of Illinois have been paying Illinois producers cash for their grain generally at a price above what was justified by the price ruling in the central markets. The elevator operators did not ask a contract or demand compensation for the service rendered. In fact they have voluntarily handled the farmers' grain for nothing, a number of them at a loss of several cents a bushel, yet in spite of this fact the Farmers Union is able to go into the field with an army of high-powered salesmen and induce the farmers to sign away their independence.

In reality they simply give the Farmers Union a bonus of \$6.00 a year to act as trustee for marketing their grain. Of course the producers will not realize from the sale of their grain as they have heretofore, but they are tied up by a ten-year contract and cannot help themselves. The Union will market the grain as suits the whims of the managers. In view of the high net returns obtained by Illinois farmers for grain during recent years it seems ridiculous that any one should have the audacity to present such an iron-clad contract for the consideration of the grain growers.

Evidently the elevator operators of the state must conduct a more active campaign to educate the farmers against such wild impractical schemes for both the producers and the ex-

perienced grain handlers will lose if the Farmers Union scheme now being promoted is put into operation.

### The Chronic Overbidder.

The question often arises WHAT causes the same grain dealer to overbid the market? Every community at some time in the existence of its grain business has been afflicted with temporary visits from "Hi Overbidder." As a rule this individual is a newcomer, a man without much experience, little money, but a lot of conceit and he immediately starts in to convince the community that he is somebody; that he can buy grain on a narrow margin or without any margin at all and still continue to do business. Dealers of experience know full well that the sheriff will get him if he doesn't change his methods, but still he persists.

We can never forget attending a meeting in Central Ohio where a good will collection was taken up among the dealers at a meeting to cheer the poorhouse days of an ex-operator of three country elevators who, with his wife, had been compelled to resort to the charity of his county, and Who do you think took up that collection? None other than a competing dealer who was then working as a bookkeeper and yet many of the contributors to this Christmas donation were at the time bidding over the market for grain.

The trouble with many of the elevator operators is that they cherish the old heresy that, if they get a large volume of grain to handle it does not matter if they do handle it at a loss. Eventually they learn better, but generally it is too late. Better business methods and the discontinuance of the wild practices common to cutthroat competition are necessary if the country elevator man is to survive. As a rule all dealers at the same station market their grain in the same central market, consequently, are governed by the same price and unless they can buy grain on a living margin all are sure to become bankrupts.

Careful investigation of actual costs of handling grain from farmer's wagon to scale hopper at destination by disinterested agents of both the federal and state governments has shown conclusively that no elevator can handle wheat on a margin of 5c a bushel and still realize a profit. Speculation in the futures market may swell the dealers income occasionally, but he should not depend upon speculation for the profits due him from merchandising transactions. In "Letters" this number we have a complaint from a Nebraska dealer who puts the entire blame for overbidding on one dealer at a nearby station who persists in jumping the price so that nobody has been able to do business at a profit. The unreasonable bidder should be bought out and encouraged to go into the grocery business or something foreign to the grain business.

The man who stubbornly overbids the market simply plays the part of the dog in the manger. He does not wish a margin himself and barks at every dealer who attempts to realize a margin of profit. His obstinate practices will eventually bring disaster to his competitors as well as himself unless they do as some dealers in Oklahoma who have succeeded in curing overbidders of their greedy ambition by bidding up the market and letting them have all the grain.



## Group Buying Agencies.

The marvelous success of the chain stores thruout the land is causing many capitalists to look to new fields for success similar to that now attained in selling cigars, drugs, shoes, groceries, teas and whatnot. Naturally the question arises what will the isolated elevator with various sidelines do when it comes to attempting to compete with the chain store distributor of the same lines? Many elevator men are now handling coal, lumber, oils, flour, seeds, feeds, fenceposts, wire, salt, tile and lime.

Grain dealers generally would be much better off if they would consolidate their interests at every station where there is not sufficient grain business to give employment to their facilities, capital and labor. They should stick to their own field and its natural sidelines. That is feed and seeds. The wonderful success attained by many elevator operators in grinding and mixing feeds for farmer patrons gives convincing proof of the value of these lines as sidelines for the grain elevator operator.

Farmers of all sections are diversifying their production and many are extending their feeding business with the result that there is an active increase in the demand for feedstuffs that give results far in excess of what can be expected from feeding straight grain. A little study of the subject has paid many grain dealers wonderful returns and that, too, without much competition, so they have been able to realize a handsome profit from their feed grinding and mixing.

The line elevator companies which attained their maximum success some fifteen years ago have been disintegrating. Their property is being taken over by independent dealers and former managers. There is little doubt that a line company handling a number of sidelines could buy sideline supplies for fifty stations at a lower figure than could the independent dealer operating at one station, but when the line elevator company does go into the handling of sidelines it will be called upon to employ a manager at each station schooled in merchandising as well as one experienced in handling grain, a combination very difficult to find. If the independent elevator operators in the local groups would join in wholesale buying of supplies they could no doubt buy merchandise at a much lower figure and in time meet the competition of any line elevator company.

The country elevator has its logical sidelines, viz., feeds and seeds. By consolidation and merger of elevator interests at a station there would be no need for other sidelines for the elevator. Every elevator man who adds sidelines to his logical field must venture cautiously lest he offend one, two or more local merchants who are also handling the same line he proposes to add to his stock. The more competition among the sellers in a local market the deeper the feeling against you. If you are handling lines that are exclusive to your own place of business, then the other merchants in your market will refer every one to you and expect you to reciprocate in kind.

The co-operative managers of several states

have organized buying agencies to the great profit of their individual companies and doubtless these same managers would gladly co-operate with independent dealers of their immediate territory in buying commodities in wholesale quantities if it was to their profit to do so. The subject is one worthy of serious consideration by every local group of elevator operators because they must replenish their stocks at wholesale rates if they are to compete with the chain store retailers.

## The Pool Promoters Bugaboo.

In "Letters" dept. of the Journal for November 25th, the President of the Texas Wheat Growers Ass'n issued a challenge for a public debate on:

**Resolved:** That the Chicago Board of Trade as now operated is a menace to the farmers, is a national crime and its evil practices must be abolished.

Of course Mr. Gough is not interested in reforming the Board of Trade or improving its methods, but he is anxious to obtain a lot of free publicity for his organization in the hope of securing a number of new members. If he was prepared to prove that the Board of Trade is "a menace," and he was really interested in the farmers whom he claims suffer as a result of the "evil practices," then he would submit his proof to the officers of the Board of Trade and help them to bring about a correction of the evils which he has discovered.

The trouble with most of these wild-eyed agitators who are seeking publicity rather than improvement in any line of commerce is that they do not understand the true functions of a grain exchange. The Chicago Board of Trade like other grain exchanges of the U. S. and Canada is simply a public trading place in which the organization does not participate, but does strive to provide rules of trade and arbitration that will insure fair consideration for the rights of every one who is in any way interested in the trading conducted in the exchange hall.

The Chicago Board of Trade collects dependable information from all parts of the world for the enlightenment not only of its members, but for any one who may be interested in the commodities dealt in to the end that all may be better prepared to deal intelligently. Every grain exchange may admit to membership a man who is not disposed to deal fairly with his fellows, but thru the vigilance of the various committees and the directors his methods will soon result in his being dropped from membership.

Time was not so long ago that many men in the grain business did not recognize the protection obtained by confining their central market operations to trades with members of the organized exchange. Generally when they had dealings with non-members they suffered a loss and had no recourse, because their favorite broker or receiver was not amenable to the rules of the Board of Trade or may have left for parts unknown. Country grain, dealers have long since learned of the dangers of dealing with non-members, hence confine their operations to members of the organized exchange in central markets.

The farmers, the producers of grain, and most of the members of the Texas Wheat Growers Ass'n have little knowledge of the actual operations of any grain exchange, hence are easily convinced that the maligners and traducers of the grain exchanges have good grounds for their wild charges. Country elevator operators who come in contact with these mis-informed farmers owe it to themselves and to their market to give their patrons a clearer understanding of the purpose and the functions of the Board of Trade. The pool promoters and the agitators depend largely upon the ignorance of the farmers on grain exchange functions to win support for their various impractical schemes. They must have something real to shoot at in order to gain the attention of their prospective victims.

## Proceeds of Draft Held Trust Fund.

The Vincent Grain Co., Omaha, was successful in its contention that the proceeds of a draft was a trust fund not to be distributed among the ordinary creditors of the failed Farmers & Merchants State Bank of Tonganoxie, Kan., the Supreme Court of Kansas on Nov. 5, 1927, having affirmed a decision to that effect by the lower court.

The trial court found that the amount owing to the plaintiff, and conceded to be a trust fund, was \$14,824.68 at the time of trial, and that \$10,090.24 of that fund passed into the hands of the receiver, and decreed plaintiff to have a preferred claim against the receiver for the sum last named.—260 *Pac. Rep.* 610.

## Missouri Bucket Shop Ruling to Be Appealed.

James K. Christopher of Kansas City will take an appeal to the Supreme Court of the United States from the decision by the Supreme Court of Missouri, Dec. 2, affirming the decision by the Pettis County Court Apr. 28, 1925, holding Christopher guilty of violating the state law making it a misdemeanor for any person to operate an office where pretended buying and selling of grain and other products is permitted, without an intention of actually receiving or delivering the products bought or sold.

Judge White held the evidence showed clearly such buying and selling was permitted at Christopher's grain trading office in Sedalia, on margins and with no intention of actual delivery, and ruled that bucketshop gambling had been permitted there. He overruled the contention that the Missouri act had been annulled by the Federal law, holding that such a contention assumed that Missouri could not prohibit bucketshop gambling anywhere in the State, because Congress had regulated it in the great grain terminals of the country. He said:

We think the purpose of Congress and the effect of the act was not to destroy the police power of the State in such matters, nor to annul the Missouri statute but to restrict its operations. We accordingly hold, until Federal authority declares otherwise, that the effect of the grain futures act was to restrict the operation of State laws, like our section 3,574, so as to make them inapplicable to transactions coming within the terms of the grain futures act conducted on a contract market according to the rules prescribed by that market.

The feverish demands for Federal regulation arising, like the clamors for more State regulation from the prevailing notion that all human ill can be cured by legislative enactments, no doubt often move Congress to action by plausible counterfeits of necessity. With that in view, congressional intention should not be spread by construction over ground where its expressed limits do not reach.

The trades in question were not bucket-shopping, but were executed in a legitimate way by B. C. Christopher & Co., on the Kansas City Board of Trade.

It only emphasizes the fact that delivery is an outworn criterion of gambling.



"It is not the lack of time but the lack of will power to organize and improve one's time that keeps men from greater success."—Sheldon.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Adjustment on Overcharge in Shipping?

*Grain Dealers Journal:* We have a freight rate from Reddick, Ill., to St. Joseph, Mo., of 21½¢ per hundred on sudan grass seed. Last May we shipped a car of sudan from our elevator on the Illinois Central, at Unz Station, three miles from Reddick, and were charged 48¢ per hundred. Can we get an adjustment on this, and how do we go about to get it?—Ed Rieke, mgr., Farmers Elevator Co., Reddick, Ill.

**Ans.:** Shipper can get an adjustment on application to the proper party, who is F. D. Sherwood, freight claim agent, 6327 Dorchester Ave., Chicago, Ill. He is employed in the large Illinois Central offices to handle these claims and will make prompt refund on proof of claim, including paid freight bill. Better make a copy of any papers sent, in case the originals should be lost. No shipper can be required to pay more than the tariff rate in effect at the time the shipment moved.

### Valuation of Elevator for Purpose of Sale.

*Grain Dealers Journal:* I am sole owner of the Farmers Elevator at this place and have had it leased to a grain man for the last year at a price which I do not consider adequate, considering my investment.

The elevator is in good condition, motor driven with reasonable power rate, truck lift, good sheller, about 8,000 bu. capacity. While this is a small town, it is considered about as good grain shipping point in the state as there is very little feeding done and no elevator competition here and rather weak competition within 4 miles and 5 miles. Handle coal also but only a few cars per year. Also all corn is bought in ear and shelled in elevator, thereby, of course making a larger profit account overrun, etc.

At present there is coming in from 1,500 to 2,000 bus. daily and will continue to have a good run of corn for probably 2 months and then a fair run up into late spring or summer.

My part of lease calls for my furnishing necessary material for repairs, the lessee to do said repairing unless calling for some special skill such as electrical work, etc.

I realize that it would be impossible for you to be exact on your estimate of what I should receive for this lease, but would like to have your general idea as to what you would say it should be worth. I value the business at around \$8,000 at which figure it changed hands, a few years ago and is in much better condition now than then. You also can no doubt tell me at about what percent on investment elevators are usually figured at in leasing.—Chas. W. Bunn.

**Ans.:** The cost of constructing an elevator or its sale price long ago has nothing whatever to do with its rentable value today.

If all the grain business was diverted to some other station the elevator would be of no use so far as handling grain was concerned. We have many elevators sold for less than one-fourth of their original cost to build because of change in conditions resulting in the shortage of grain marketed at that station.

The renting value of your elevator should be based solely on the amount of grain handled thru it any crop year for that is the true measure of the value of the building to the lessee. If you charge lessee more for the use of the

elevator than he can get out of it in handling grain he surely will not continue to lease the house. If you wish to lease it continuously make it profitable for the lessee first. He may succeed in building up a business which will justify a greater rental.

### Furnishing Certificate of Weight and Inspection.

*Grain Dealers Journal:* When shipper fails to furnish certificate of inspection and weights with shipment of wheat does he violate the rules of the Grain Dealers National Ass'n? Does he forfeit any right? The shipment was from Ohio.—Tennessee-Carolina Mills, Elizabethton, Tenn.

**Ans.:** Under the grain futures act inspection is required for grain crossing a state line.

Rule 23 of the Nat'l Ass'n provides that: On grain sold track-loading station, or delivered basis destination terms, it shall be the duty of track buyers, receivers, millers and consumers of grain at points of destination, first, to obtain the consent of the seller to make such delivery and then to furnish to the seller sworn or public certificates of weights and grades; giving name of mill or warehouse where weights were obtained; name of weighmaster, weighmaster's employer; location or description of leaks, if any, the seal record and the railroad's written acknowledgment of said leaks or other bad order conditions, when and where the grain was unloaded.

Rule 31 provides: Seller's Inspection; Grain sold for delivery, seller's inspection, shall be covered by an inspection certificate of the grade contracted. The submission of a certificate of a lower grade to apply on a contract for a higher grade shall be authority for the buyer to sell the grain, represented by such certificate, for the account of whom it may concern and proceed to buy in, extend or cancel the original contract for the account of the seller, notifying him at once of such action.

The Ass'n's rules do not appear to provide any penalty for seller's failure to provide a certificate of inspection, nor does it provide for any forfeiture of rights other than stipulated by Rule 31.

### Making Protein Tests?

*Grain Dealers Journal:* What equipment is required, also the cost, for the making of protein tests of wheat samples, and what is the formula for making the test?—D. M. Sultz, mgr. Agate Elevator, Agate, Colo.

**Ans.:** The most expensive part of the equipment is the analytical balance for weighing with accuracy, costing \$50 to \$75. Glass graduates for measuring liquids, tubing, distillation flasks, condensers, gas burners for heating, bottles, etc., bring the cost up to \$200 to \$250.

The chemicals used are hydrochloric acid, sulphuric acid, red oxide of mercury, granulated zinc, sodium sulphide, potassium sulphate, sodium hydroxide, and methyl red solution, besides other chemicals used to standardize the reagents, such as small quantities of calcium carbonate, potassium chromate, silver nitrate, phenolphthalein, barium chloride, benzoic acid.

A small mill is needed to grind the sample before testing.

The procedure is as follows: Place one gram of the sample in a digestion flask, together with approximately 7 to 10 grams of a mixture containing by weight 6 grams of potassium sulphate, 4 grams of sodium sulphate, and one-half gram of red mercuric oxide. Add 20 to 25 cubic centimeters of sulphuric acid, thoroly mix the acid, salts and sample together and digest for one hour. Cool, dilute with 200 cubic centimeters of distilled water, add a few pieces of granulated zinc or pumice stone. Next add sufficient sodium hydroxide and sodium thiosulphate or sodium sulphide solution to make the solution strongly alkaline, and to precipitate the mercury, pouring the alkali down the side of the flask so that it does not immediately mix with the acid solution. Fifty cubic centimeters of solution is usually enough.

Connect the flask with the condenser, mix the contents by shaking and distill until all the ammonia has passed over into a measured quantity of standard acid. The first 150 cubic centimeters of the distillate will generally contain all the ammonia. Titrate with the standard alkali. Calculate, first into terms of nitrogen, later into protein by multiplying the percentage of nitrogen found by 5.7.

Much information is given in Bulletin No. 1460 of the U. S. Dept. of Agriculture, 32 pages, entitled, "Testing Wheat for Protein. With a Recommended Method for Making the Test," sold at 5 cents the copy by the government printing office, Washington.

It is necessary for the operator to have some knowledge of chemistry, skill in handling the apparatus, and a thoro drill in the routine of analysis. Only grain dealers making a great many tests can afford to maintain their own

laboratory, so it is customary to send samples for testing to the commercial laboratories specializing in milling and baking tests.

### Market Chart for Wheat?

*Grain Dealers Journal:* We noted in last issue of the Journal the inquiry about the 26 year graphs and note your answer about printing same. If you do print them in book, please let us know and also price of same.—Jas. E. McCreery Grain Co., Mason City, Ill.

*Grain Dealers Journal:* Do you have charts showing the wheat prices year by year, or could you advise us where the secure them? We would like to get charts showing prices for the last five years if such charts are available.

We will thank you for the information requested and for the price of such charts.—Silver & Furey, Inc., Tonasket, Wash.

**Ans.:** The charts published in the Journal form a complete record for the past 26 years. They were collected and published in a pamphlet 7½x10½ ins. for the years 1900 to 1911 inclusive, price \$1; and a new edition would be published up to date if there was a demand. A few copies of the old book are available. It gives the daily opening, high, low and closing prices on wheat, corn and oats for the active future at Chicago.

### State Weight Certificates Are Prima Facie Proof.

*Grain Dealers Journal:* I have a claim against the railroad company in which they would not accept the state weights for the basis of the claim. I would like to know if the Journal can cite any decisions where the courts have held that the state weights shall be accepted unless they can prove them wrong?—J. L. Allen, Highland, Kan.

**Ans.:** Basing their claim on state weights the St. Anthony & Dakota Elevator Co. got judgment against the Great Northern Ry. Co. for shortage on three cars of grain.

In this case the court said that under the law "The state weigher's certificate shall be prima facie evidence of the facts therein certified." That means you do not have to go behind the certificate or have an affidavit made by the state weighman. This case is found in 149 N. W. Reporter, 471.

The Northwestern Elevator Co. got judgment against the Great Northern Railroad for shortages on 23 cars of grain, basing the claim on state weights. These were clear record cars. The agents of the line company weighed the grain into the cars at the country stations in Minnesota and the state weighmen weighed the grain out at Minneapolis, where the shortages were discovered. This case was reported in 141 N. W. Reporter, page 298. Both of these cases were published in full in the Grain Dealers Journal at the time the decisions were rendered by the court, the Supreme Court of Minnesota.

### Making Feeds Under Own Trade Name?

*Grain Dealers Journal:* We are installing a feed mill and would like to know what steps to take to make our own feed under our own trade name.—The West Jefferson Elevator Co., West Jefferson, Ohio.

**Ans.:** If shipped across the state line the feeds in the bag must equal the analysis stated on the label, if stated, to comply with the federal food and drugs act, and many states require the registration of the brands in the state when coming from another state.

Also, the State of Ohio has certain requirements to be met, provided by law, for feeds sold in that state.

The Ohio law is administered by the Director of Agriculture, Columbus, O. Each year for each brand the manufacturer is required to pay the state a registration fee of \$20.

The list of materials requiring registration embraces all feedingstuffs that are prepared, including principally oat feeds, corn and corn cob meal, crushed ear corn, wheat bran and screenings.

Registry is not required on unmixed meals made directly from the entire grains of wheat, rye, barley, Indian corn, buckwheat, pure wheat bran or middlings, nor entire grains of corn, oats, wheat, barley, buckwheat ground together.

The package is required to bear a label or tag stating net weight, brand, name and address



of manufacturer, shipper or seller, minimum percentage of crude protein, crude fat, crude fiber and names of ingredients. If in bulk the purchaser must be furnished with the foregoing information. Crushed corn cobs and oat hulls are prohibited.

## Thresher's Lien Law in Illinois?

*Grain Dealers Journal:* Please send us the thresher's law passed last summer on the grain buyer's being liable for the threshing or shelling bill. If possible give us the decisions on the law that have been given since it was passed.—Hippen & Stephen, Forrest, Ill.

**Ans.:** This law is so new no decisions have been given upon it; but it is probably valid. The new law reads as follows:

**Sec. 5a.** Every person who, as owner or lessee of any threshing machine, clover huller, corn sheller or hay baler, threshes grain or seed, hulls clover, shells corn, or presses hay or straw at the request of the owner, reputed owner, authorized agent of the owner or lawful possessor of such crops shall have a lien upon such crops, beginning at the date of the commencement of such threshing, hulling, shelling or baling, for the agreed contract price of the job, or, in the absence of a contract price, for the reasonable value of the services or labor furnished. Such lien shall run for a period of 4 months after the completion of such services or labor notwithstanding the fact that the possession of the crops has been surrendered to its owner or lawful possessor.

## Methods of Exporting Grain?

*Grain Dealers Journal:* I am a student in the College of Commerce at the University of Illinois and am taking a course in "Organization of Foreign Commerce." My father, David M. Carson, is a grain dealer at Clarence, Ill., and has been a regular subscriber to your Journal for a number of years. I am required to write a term paper on "Methods of Exporting Grain," and am seeking information regarding this subject. To be more specific, I am attempting to trace the movement of grain from the time it leaves the country elevator until it reaches the European market. If you have any information on the subject, would you give it to me?—John G. Carson.

**Ans.:** "Wheat Fields and Markets of the World," by Rollin E. Smith, would be helpful in giving the information. As its title implies, the book gives a resume of the wheat growing countries of the world and the leading markets of such countries. Publishers of the above are the Modern Miller Co., Chicago. Another useful book on the subject is "The Story of a Grain of Wheat," by William C. Edgar, published by D. Appleton & Co., New York. This book touches both the export of wheat and flour. The U. S. Department of Agriculture, Washington, D. C., has issued pamphlets on various phases of the grain industry.

## Identifying Purkoff Wheat.

*Grain Dealers Journal:* We are interested in knowing whether you could advise us of any simple and effective means of determining Purkoff wheat. We are particularly interested in finding some simple method by which our country elevator managers can distinguish this from the ordinary red wheat grown in the same soil.

Our inspector at our mill is very expert and is able to detect this Purkoff wheat with comparatively little difficulty but our country elevator receivers, being less expert, have purchased a great deal of wheat, which when it arrived at our mill or was shipped to Cincinnati market was graded hard winter. To the naked eye it looks almost exactly like the soft red winter wheat.—Merchant Miller, Indiana.

**Ans.:** The members of the U. S. Board of Review of the Federal Supervision are agreed that it is utterly impossible to teach any one how to differentiate between the Purkoff and red winter wheat by mail, but suggest that you make an appointment with C. A. Russell, Division Supervisor, or C. A. Wallen, District Supervisor, both of whom are in Room 827, Board of Trade, Indianapolis, Indiana, and they could by appointment so school your buyers that they could detect Purkoff on sight. It seems that this wheat is a hybrid not valued highly by the millers for its quality.

Characteristic samples of Purkoff kept in a glass jar before the station buyers would no doubt help to familiarize them with this wheat.

## Arguments on McNary-Haugen Bill?

*Grain Dealers Journal:* We are interested in the arguments pro and con regarding the McNary-Haugen bill. Have you any material you could give us?—O. C. Glenn, mgr., Farmers Co-op. Co., Haviland, Kan.

**Ans.:** In the Journal of Feb. 10, 1927, page 153, was printed the report of the minority of the Senate Agricultural Com'ite on the bill. In the issue of Feb. 25, 1927, page 211, appeared the President's veto of the bill, which included a thoro discussion of it.

Grain trade ass'ns are working solely to insure a living wage and investment return for the grain dealer.

The corn borer has spread into a larger territory than found on Sept. 21, according to the department of agriculture. Now the infested area goes as far south as Pickaway county, O., and as far north as Sheboygan County, Mich. In the area 8 additional counties report appearance of the borer at the time of the last survey.

The Chamber of Commerce of the United States, at Washington, D. C., has created a new department to work with trade organizations. The purpose of this move, as explained by President Pierson, is to co-ordinate the expanding relations of the National Chamber with the more than six hundred trade ass'ns in its memberships and to lend assistance to the many other industrial groups now laying out their future program of organization. Dr. Hugh P. Baker, an economist, and recognized authority on trade organizations, will assume his duties as head of this department after Feb. 1.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Dec. 13. Fostoria District Meeting of Ohio Grain Dealers Ass'n, at Y. M. C. A. at 6:30, Fostoria, O., A. T. Ward, chairman.

Dec. 14. Greenville District Meeting of Ohio Grain Dealers Ass'n, at Elks Club at 6:30, Greenville, O., O. Perry Hall, chairman.

Dec. 15. Washington Court House District Meeting of Ohio Grain Dealers Ass'n, at Y. M. C. A. at 6:30, Washington, C. H., O., C. E. Lloyd, chairman.

Jan. 12-13. Indiana Grain Dealers Ass'n, Board of Trade, Indianapolis, Ind.

Jan. 16-17. Farm Seed Ass'n of North America mid-winter meeting, Drake Hotel, Chicago, Ill.

Jan. 24-26. Iowa Farmers Grain Dealers Ass'n, Cedar Rapids, Ia.

Feb. 8-10. Farmers Grain Dealers Ass'n of Illinois, St. Nicholas Hotel, Springfield, Ill.

Feb. 21-22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21-23. Farmers Grain Dealers Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

May —. Kansas Grain Dealers Ass'n, Dodge City, Kan.

June —. Farmers Managers Ass'n of Nebraska, mid-summer meeting, Omaha, Nebr.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

## The Board of Trade Votes to Build.

By an overwhelming vote members of the Chicago Board of Trade Nov. 29 approved the proposal for a new forty story building to be erected on the present site at the foot of La Salle street. Only seventy-seven voted against the proposal, 1,044 voting in the affirmative.

Plans for the ten million dollar structure of Indiana limestone with a granite base have been under consideration for nearly two years, and recently were approved by the directors.

Need of a new building has become more apparent in recent years because of a financial loss in operation of the old building. President John A. Bunnell said that it is estimated the new building would provide a substantial annual return from rentals in addition to furnishing space much needed by the exchange.

Members of the building committee said completion of the new structure could not be determined until plans for temporary quarters, now under consideration, have been adopted. Time required to complete the new forty story building is estimated by the architects at twenty months. The property will be rented and managed by Albert H. Wetten & Co., under a ten year contract.

After the vote approving the building the building committee estimated that space would virtually all be taken many months before completion of the new building, because of the great demand that has always prevailed for offices in the immediate section, and particularly in close proximity to the exchange.

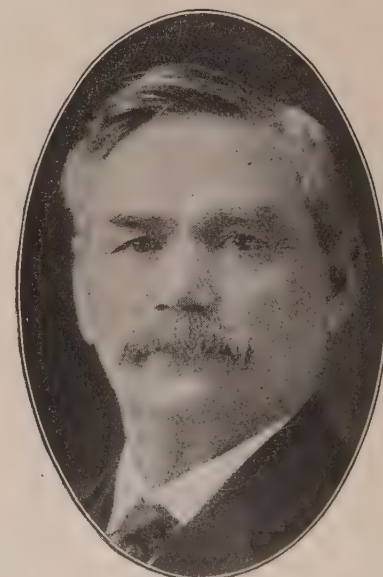
The trading hall, 165 ft. x 130 ft., will be located on the north side of the third floor, a daylight room with three street sides. All of the third floor space will be devoted to exchange activities. The fourth, fifth and sixth floors would also be devoted to the exchange, except a small amount of storage area available for rental purposes. Rentable space above the trading hall will be practically all outside space.

The prize stalk of corn in Nebraska this year was found near Rockford, and had six ears on it. Can you beat it?

## Donald D. Young Deceased.

Donald D. Young, former manager of the Young Grain Co., Winnipeg, Man., died suddenly Nov. 27. First coming to Winnipeg in 1878, Mr. Young was one of the best known pioneers of the grain trade.

He was a familiar figure on the Grain Exchange during recent years and will be missed there by a host of friends. At the morning's session the day following his death, members passed a vote of condolence for Mr. Young's relatives in their loss.



D. D. Young, Winnipeg, Man., Deceased.



"If a man empties his purse into his head, no man can take it from him; an investment in knowledge always pays the best interest."—Franklin.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Tolerance on Coal Shipments.

*Grain Dealers Journal:* With regard to the letter of W. J. Hoyer in the Journal for Oct. 10 I would say that heretofore, it has been the custom of the carriers to decline to recognize claims of less than 1% shrinkage. Just recently, however, we arranged with the Rock Island and Great Western to honor such claims, observing a minimum of 500 lbs. The C. & N. W. and Mo. P. have been honoring similar claims for some time.

As to the so-called "over-age": No one added any coal in transit—that is self-evident and altho the tariff does contain some such provision, it is an elementary principle of law that one party to a contract may not increase the other party's liability without his consent, errors excepted. At many points the dealers decline to recognize any weight over and above the invoice weight and altho the carriers have been invited to start suit in order to make a test case, they have hesitated on doing so.

As a matter of fact, we have not experienced any difficulty with the Rock Island in collecting such overcharges. It only costs \$5 per year to be a member of "The Corn Belt," and all claims are handled without further cost, providing tonnage does not exceed 1666 tons.—L. C. Smith, sec'y Corn Belt Coal Dealers Ass'n, Des Moines, Ia.

### Chief Inspectors Not Opposed to Six Grades of Corn.

*Grain Dealers Journal:* The Nov. 25th number of the Grain Dealers Journal contains a letter from Mr. McDonald, the Grain Supervisor in the Chicago district, wherein he comments on the action taken at the Omaha meeting of the Chief Grain Inspectors' National Ass'n suggesting that it would be advisable to eliminate the number six grade of corn.

In behalf of the Inspectors, will you permit me to say that Mr. McDonald's statement hardly expresses their true attitude in declaring for a less number of Corn grades. The Chief Inspectors who attended the Omaha Convention and took part in the discussion of all the various problems connected with their work, including the Corn grades, brought to the meeting the thoughts and opinions of their respective markets. I am sure it could not be truly said that they were prompted by any selfish motive in taking the action they did, particularly would I take exception to the statement that an Inspector might find it difficult to apply the grades which he believes to be undesirable. It would make no difference to the Chief Inspectors assembled at the Omaha meeting how many grades of Corn there were, except as these Inspectors represent their markets, and any expression from them is an expression of the views of the Grain Trade in their own markets.

While I have felt that Mr. McDonald's letter was pointed enough to call a reply, I have not taken his comments too seriously. We can only accept it as the personal opinion of a very efficient Supervisor in charge of the Chicago district and not at all as a criticism from the department officially directed against Inspectors stationed all over the country, and I might add

that such criticism of the Chief Grain Inspectors' National Ass'n has not been forthcoming.—Allen A. Breed, President, Chief Grain Inspectors' National Ass'n.

### Tennessee Dealers Profit from Handling Lime.

*Grain Dealers Journal:* A few months ago I noticed a piece in "Letters" column from Indiana indicating the need for liming and otherwise treating Indiana soils and of the profitable volume this line offered grainmen. This opportunity is also awaiting seizure in our state, Tennessee, and for the benefit of grainmen who are interested in profiting in this direction let me say that in a series of five experiments on representative soils in different sections of Tennessee, the average yield of alfalfa hay on limed soil was 3.13 tons per acre but on similar soil unlimed the yield was only 1.16 tons per acre. These results were secured the first season after seeding.

In eleven experiments with red clover the average yield of field cured hay on limed soil was 2.31 tons per acre, whereas similar soil unlimed gave only 1.48 tons per acre. In twelve series with corn the average yield per acre on limed soil was 36.5 bus., but where no lime was applied it was only 30.8 bus.

In Knox County, plots which received six tons of manure per acre every two years gave a total of 279 bus. of corn per acre for eight years of continuous cropping. In the same period and under the same conditions, except that an application of two tons per acre of ground limestone was made at the outset, adjoining plots produced at the rate of a total of 350 bus. per acre for the 8 years. The increase for the two tons of limestone was 71 bus. of corn.—H. W. H., Cerro Gordo.

### Guardian for Farmers at \$6.00 Per Year.

*Grain Dealers Journal:* The Farmer's Educational & Co-operative Union of America is, at present, trying to sign, in various sections of this state, the Farmers or Producers to its Marketing Agreement, which provides that the Producer appoints the Union his sole agent for the purpose of handling and marketing all the Producers' merchantable grain, live-stock, poultry and dairy products, with certain exceptions, for a period of ten years.

The Producer agrees to pay \$6.00 annual dues for this privilege, and in case he does not live up to the contract, agrees to pay the Union 12½% of the selling price of his grain and live-stock, and 20% of the selling price of his dairy and poultry products, disposed of contrary to the terms of the contract as liquidated damages. In addition, the contract provides for an injunction to prevent further breach.

Would you contract with the best agency you know to sell all your grain for a period of ten years and pay that agency \$6.00 a year for the privilege and agree that in case you sold any grain elsewhere to give them 12½% of the selling price? I hardly think so, nor do I believe that you could contract with the best friend you have among your producers to turn over all his merchantable grain to you for a period of ten years, even if you were not to charge him the \$6.00 annual dues and waived the penalty clause.

Now the strange part of all this is that the farmers are signing these contracts, and I believe it is time that dealers gave some thought to this matter, for the purpose of the Union is to take over the grain business, and while it is not likely to succeed in taking over the grain business of the State, it is already operating at one or two stations and trying to get going at a number of others. The Headquarters of the Illinois Division of the Union is at Pontiac, and E. E. Kennedy is the Secretary.—Very truly, W. E. Culbertson, Secretary, Illinois Grain Dealers Ass'n.

### The Mississippi Route Will Save 10c a Bushel in Freight.

*Grain Dealers Journal:* We are working on a mammoth plan for a St. Louis Agricultural Foundation. By it we hope eventually to make this city the real grain center of America. We can ship wheat down the Mississippi River on barges, load it on vessels for Liverpool and deliver it with a saving in freight of 10c a bushel less than on the same wheat shipped via Chicago lake and rail to Liverpool.—Roy B. Simpson, St. Louis, Mo.

### Slow Scales Cause Another Loss.

*Grain Dealers Journal:* The Farmers Grain Co. is coming along quite well with the selling of preferred stock and the farmers seem to be staying with the enterprise quite well considering. It is surprising the way some things go in the elevator business. Here a good many things have gone against them.

For instance when I came here a state inspector had been here a short time before and he was supposed to have tested the wagon scales. He pronounced them O. K. and put his seal on them. They were not what I called in very good condition, only that they broke fine and I knew were only a few years old, 2 or 3 they say. I oiled the beam and scoured the bearings so they worked smooth and easily and thought everything correct till some of my shipments came back. I had the scales inspected and found them weighing heavy, so there is another loss for the company. These scales were comparatively new but had rusted badly, the knives were blunt and the bearings cut in so they were not true.—B. E. Morgan, Mgr., Paxton, Ill.

### Asks for Specific Charges.

*Grain Dealers Journal:* After reading the challenge of the Texas Wheat Growers Ass'n in the Journal for Nov. 25th, page 612, I am moved to ask why Pres. Gough does not point out exactly how the Chicago Board of Trade is "a menace to farmers." I am wondering what the "evil practices" of which he seems willing to complain are composed. Doubtless "the national crime" of which he complains is that the service rendered by the Board is not understood by the members of the Wheat Growers' Ass'n so it is easy for Mr. Gough to brand it a national crime and meet with no opposition from the members of the Pool.

It is very evident that Mr. Gough does not understand that all future trading on the Board is reported to the Federal Future Trading Administration and that all cash transactions are recognized by the U. S. Dept. of Agriculture which supervises the grading of all grain. Evidently Pres. Gough is just seeking some free publicity in the hope of attracting new suckers to his membership roll.—Fred Allen, Mgr., Farmers Elevator.

### Another Hi Overbidder Cuts His Own Throat.

*Grain Dealers Journal:* I have read with a great deal of interest articles sent in by grain dealers and also the rightful agitation put forth by the Grain Dealers Journal in regard to the necessity of elevator men taking enough margin to guarantee a profit at the end of the season.

We had a wonderful wheat crop and a big corn crop and it seemed as tho the elevator operators were working on a fair margin, a margin that would enable us to feel like we were getting ahead, when a line elevator company at Filley raised the price from 2 to 3 cts. per bu. on corn and wheat above all other elevators in the vicinity. This not only forced the price up at nearby points, but necessarily raised the price all over the country until if we are not careful all will lose some money and find at end of season we have worked another year for nothing. This effort either to hog



all their share of grain and more or to spite somebody not only hurts the elevator trade but makes dissatisfaction among the farmers. I cannot understand why a company as big can consent to do business this way.

I think grain should be bot on margin enough so a man won't have to take chances on the market to endeavor to get a profit, because if he has to do that, he has already lost. Yours for fair play and favorable margin.—A. L. Burroughs, Rockford, Nebr.

## Same Old Swindle Seed.

*Grain Dealers Journal:* In your issue of Nov. 10 I note on page 547 an item concerning a new exploitation of Miracle wheat, this time in western Canada. I have been keeping track of this gray, old swindle for a long time and am interested in each new development. About twenty years ago there was a very large commercial exploitation of this variety under the name of "Alaska" wheat, as you may remember. Two or three years ago I discovered that the promoter of Alaska wheat, who lived in Idaho, had a son or son-in-law in western Canada and was having him grow a large quantity of this wheat for a new campaign in Canada. I am wondering if your item refers to this same proposed exploitation.—Very truly yours, Carleton R. Ball, Senior Agronomist in Charge, U. S. Dept. of Agri., Washington.

NOTE: See article on page 575 of Journal for Nov. 10th.

## New England Dealers Hard Hit by Flood.

*Grain Dealers Journal:* Several of the grain dealers in our section have been very hard hit. One of the largest losses was \$60,000, several around \$8,000 to \$10,000, and another loss of \$26,000. Total losses reported by grain dealers to date \$220,536.73 and we have not received replies to all questionnaires we mailed out.

I believe the Boston Flour & Grain Exchange is planning to undertake to raise funds in the West for the rehabilitation of mercantile business in the flooded area of New England, money to be turned over to American Red Cross, they assuming responsibility for rehabilitation.

F. J. Ludwig, vice pres. of Chas. M. Cox Co., Boston, Mass., is in touch with activities of Boston Flour & Grain Exchange. Co-operation will certainly be appreciated in advising thru your Journal needs of funds for rehabilitation of New England grain dealers and other business enterprises.—C. F. Dowe, sec'y Vermont Grain Dealers Ass'n, St. Albans, Vt.

## New Elevator Charges at Montreal.

A new schedule of charges for elevator service effective Dec. 1 has been issued by the Montreal Harbor Commissioners, as follows:

**On grain, ex-steamer or barge:** elevating into elevator and weighing (payable by lake vessels), 0.4c bu.; delivery, 0.4c bu.; storage in elevators and insurance up to 10 days, free.

**On export grain, ex-cars:** elevating into elevator and weighing, 0.6c bu.; delivery to ocean steamer over the grain conveyer system or to railway cars, 0.4c bu.; storage in elevators and insurance up to 10 days, free.

**The storage rates** on domestic grain in excess of the free period remain the same, but 0.04c bu. per day will be charged on all export grain after the expiry of the free storage period. The principal change is the reduction of the free storage period from 20 days to 10 days, while each of the above mentioned charges shows an average increase of 0.1c bu.

**The period of winter storage** will henceforth extend from Dec. 1 to May 16, instead of from Nov. 15 to May 15. When charges at regular rates for storage and local delivery amount to 1½c bu., no further charge will be made until May 16, except when grain is delivered over the grain conveyer system, for which service the regular rate of 0.4c bu. for delivery will be charged.

A charge of 1c bu. will be made for cleaning grain, a charge of 0.4c for turning grain, and one of \$2.25 per 1,000 bus. for shoveling grain.

## Businessmen's Report on Farm Relief.

The Chamber of Commerce of the United States, and the National Industrial Conference Board, jointly, over a year ago appointed a commission to study agricultural conditions, and make an independent report.

The Commission is composed of Honorable Charles Nagel, chairman, of Nagel & Kirby, St. Louis; E. N. Brown, chairman of the board, St. Louis-San Francisco Railway Co., New York; E. M. Herr, pres., Westinghouse Electric & Manufacturing Co., New York; J. G. Lonsdale, pres., National Bank of Commerce, St. Louis; A. F. McKissick, vice-pres., Alice Mills, Greenville, S. C.; Clay Miller, of Clay Miller & Co., San Francisco; Arthur R. Rogers, pres., Rogers Lumber Co., Minneapolis; John Stuart, pres., Quaker Oats Co., Chicago; Alfred Swayne, vice-pres., General Motors Corporation, New York; Paul M. Warburg, chairman, International Acceptance Corporation, New York.

Its findings and recommendations were issued Nov. 11, and are expected to have considerable effect on legislation to be drafted for farm relief. In part the report follows:

**Depression in Agriculture**—Agriculture in this country also appears to be subject to certain deep lying ills which time alone can not safely be relied upon to cure but may even accentuate.

**Farming Overdone**—Declining foreign and domestic demand for farm products have followed a long period of persistent over-expansion of farm acreage due to the long prevalence of the self-sufficient farm, the abundance of available land, governmental and private land settlement policies, rising land values and the ever-present tendency toward speculation in farm real estate. This unsound expansion of production, and the unsound forms of land tenure accompanying it have contributed to exploitation and wasteful use of our soil resources.

**Excessive Regulation of Boards of Trade**—Conditions such as these have tended to bear especially heavy on agriculture because of the low gross return on the average farm enterprise; its increasing commercialization or dependence on market conditions accentuated by excessive regulation of produce exchanges; its lack of advantages of economies in production and marketing which organization has made possible in other fields; its slow adjustment to changing economic requirements, and the rapidly increasing comparative economic advantage of the manufacturing industries in the United States reflected in the declining role played by farm products in our export trade.

**McNary-Haugen Bill Condemned**—The Commission finds it impossible to support any of the legislative proposals of the type represented by the McNary-Haugen bill and others designed to raise the domestic over the world market price by artificially restricting the supply of agricultural products in the home market. But the Commission does believe that the interests of American agriculture would be better served by intelligent and discriminating effort to diminish gradually those trade restrictions and tariffs on manufactured articles which tend to reduce the foreign market for our agricultural products. The more so, inasmuch as the shifting of the United States from a debtor to a creditor nation has further tended to increase the difficulty of American agriculture of marketing its products abroad.

**Advocates Federal Farm Board**—The Commission suggests, therefore, that a federal farm board consisting of a small number of men appointed by the president should be established to aid in the stabilization of prices and production in agriculture by advising farmers and farm organizations fully and promptly regarding the planning of production and the marketing of crops. With the advice and assistance of the federal farm board, effort should be made to organize stabilization corporations to engage in the buying and selling of farm products for the stabilizing of prices. Such organizations should be established through the co-operation of farm organizations, or private business organizations and of the government acting thru the federal farm board, each supplying part of the capital necessary. The federal government should at no time hold a controlling interest in such corporation, although it would participate in the management and exercise supervision, such as it exercises over national banks and the federal land banks and the intermediate credit system.

**Farmer Must Help Himself**—First and foremost, the commission feels that great emphasis should be placed upon the things the individual farmer himself can do to lower his production costs, the production methods of many farmers being far below the best technical and economic standards. A higher yield per man engaged must be sought, in part by in-

creasing the average size of the farm unit, in part by utilizing labor more fully throughout the year. Much land now in crops should be put in grass or reforested. Yields per man should be increased by larger expenditures for relatively cheap materials, as commercial fertilizer, and for improved farm equipment. In such a program, power farming promises the best results and rotation and diversification of crops are a fundamental necessity, not only to maintain soil facility, reduce crop pests, increase the period of employment and insure against the hazards of nature and price, but also to increase the self-sufficiency and security of the farmer.

## Tax Asked for Grain Milled in Bond.

A request to alter the present drawback on Canadian wheat milled-in-bond in the United States was made of President Coolidge by Senator Capper on Nov. 25. This change could be made under the flexible tariff law providing for a maximum reduction or advance of 50 per cent in tariff rates on order from President Coolidge.

Capper proposes that instead of allowing the drawback (refund) of the full duty of 42 cents a bushel on Canadian wheat milled-in-bond in this country, that only 21 cents drawback be allowed. This would have the effect of imposing a 21-cent duty on all Canadian wheat milled in the United States and sold elsewhere. Heretofore the duty was returned on exportation of the milled product.

A tariff increase from 15 cents to 22½ cents a bushel on corn is also proposed by the Kansas Senator.

The Tariff Commission is conducting an investigation to determine if such action is possible under the provisions of the tariff laws.

## Central Iowa Dealers Meet at Wellsburg.

The Central Iowa Grain Dealers Ass'n, composed of elevator men in Grundy, Hardin and Butler Counties, held a meeting Thursday, Dec. 1, at Wellsburg.

The meeting was called to order by Pres. Froning and after a short business meeting, election of officers took place, with all of last year's officers re-elected in their respective order, viz., A. E. Froning, Dike, pres.; Roy Potter, Wellsburg, sec'y, and Glenn H. Schuck, Parkersburg, treas. Dues for 1928 were then in order.

Invitation was extended to all those present to partake of a luncheon at a nearby café.

This organization will next meet the first Thursday in January. Plans are now being made to hold a dance and luncheon when wives will be entertained.

J. CLYDE SMITH of Grundy Center, who was the genial host at a similar affair held in his home town early last summer, according to Art. Torkelson, was complimented on his ability to locate good music and drew the job again. Glenn Schuck was slated to the position of finding a hall large enough to handle the crowd and at last reported he was corresponding with an Army Mess Division on how to feed them.

The meeting was a complete success and they all look for big things on Jan. 5.

DAVE MILLIGAN, sec'y of the Western Grain Dealers Ass'n was an interested guest.

The Quaker Oats Co. has a 7,500,000 candle power beacon on the top of its new elevator at Cedar Rapids, Ia. The light revolves three times a minute. It is 240 feet from the ground.

During September, 1927, 1,038 mills ground 47,764,163 bus. of wheat, which represents 63.6 per cent of total capacity operated, however, 62 of those mills were idle. The year previous, September, 1926, 1,034 mills ground 49,316,690 bus. of wheat, representing 67 per cent of total capacity operated. The average pounds of wheat ground per barrel of flour was 275.8 and 272.9, respectively, for the two periods.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Waynesville, O., Nov. 25.—Wheat looking well. Large acreage. Corn husking going on slowly, yield fair, heavy with moisture.—Everett Early.

Osborne, Kan., Nov. 30.—Good prospects so far for wheat, but could use a good rain. Corn is yielding from 25 to 60 bus., but not much acreage.—H. E. Sharpe, mgr., C. E. Robinson Elvtr. Co.

Halls Summit, Kan., Nov. 30.—Corn is curing slowly, but is good. Weather is fine, a little snow last night, but all melted today. Scarcely any freezing weather to date, unusually warm.—Regle Bros. Elvtr.

Anderson, Ind., Dec. 6.—The largest acreage of wheat in Madison County for many years will go into the winter in good condition. The extreme warm weather during the fall has given the crop a good start.—C.

Paxton, Ill., Dec. 9.—Corn here is very poor and quite late. This cold weather should help it some. Oats were about like the rest of the country, some quite poor and some fair.—B. E. Morgan, mgr., Paxton Farmers Grain Co.

Exline, Ill., Nov. 23.—Husking returns very disappointing in this locality. Average about 25 bus. Quality will be fair. Received our first car of new corn today and it graded No. 5 yellow. Seventy-five per cent of our oats have moved to market.—E. L. Jarvis, mgr., Exline Farmers Elevator Co.

Springfield, Ill., Dec. 7.—The precipitation varied from light to heavy. On Nov. 30th from one to 3 inches of snow fell over much of the Central division of the state. The sunshine was ample during the week ending Dec. 6. Corn husking is nearly completed in the northern counties, but it was delayed by rain and snow in the central. Winter wheat continues in good condition, making splendid growth.—Clarence J. Root, Meteorologist.

### Big Increase in Wheat Acreage.

Chicago, Ill., Dec. 8.—The acreage sown to winter wheat is 46,944,000, an increase of 4,177,000 over last year. The condition is 87.5% on Dec. 1, against 81.8 a year ago.

Our estimate of final outturn of winter wheat is 548,262,000 bus., against 627,433,000 last year. Spring wheat production is 294,020,000, against 205,376,000 bus. last year.

The corn crop is 2,655,000,000 bus. or 27.2 bus. per acre, compared with last year's production of 2,647,000,000 bus. The carry-over, 111,000,000 bus. was 72,000,000 bus. less than a year ago, so that the total corn supply for the season is about 64,000,000 bus. less than last season.

The oats crop is 1,184,000,000. The crop last year was 1,250,000,000 and the average of the preceding five years was 1,318,000,000 bus.—Nat C. Murray, statistician, Clement, Curtis & Co.

### Much Moisture in Kansas and Nebraska Corn.

Kansas City, Mo., Dec. 3.—The movement of corn is becoming quite general, with increased receipts, and it is very evident that the eastern half of Kansas and Nebraska, while having a large yield of excellent quality corn, have a lot of moisture yet, which will take some good freezing and windy weather, probably, to cure it in the proper shape. We hear of corn moving in the ear, showing more shrinkage than usual, as the result of large, sappy cobs. We think this condition should be given careful attention. Some go so far as to predict eight to nine million bushels of corn for Kansas City during this month. This only means about three or four cars to each elevator, as the entire states of Kansas and Nebraska have corn. Up to date there has been sufficient demand to prevent rapid accumulation.—Shannon Grain Co.

### Wheat Acreage Increased 6.5%.

Chicago, Ill., Dec. 8.—New winter wheat acreage, 45,160,000. Last year's sown acreage (official revised) was 42,784,000. This is an increase of 6.5%. Remunerative prices for three years and a late, open fall encouraged planting. Two previous wet falls prevented lake states from sowing intended acreage in those years. A wet spring prevented full corn acreage and some of this went to wheat.

The condition of winter wheat is reported at 85.7% of normal, compared to 81.8% last year and a ten-year average of 84.0%. Official condition is likely to exceed this figure, since there seems to be a tendency from eastern plain states eastward to look only at the foliage growth developed by a warm, open fall.

Although the condition figure is of little value in suggesting a probable yield per acre, a yield of 15.2% bus. is indicated. Applying this yield, after allowing average abandonment, would give a production of 602,000,000 bus.

Marketings by farmers July 1 to November 30 are equal to 75.3% of the estimated 1927 crop. This compares with 72.6% last year and a ten-year average of 71.0%. Both spring wheat and winter wheat farmers have marketed more freely, after a delayed start, than usual, in order

to take advantage of delay in Canada. The Northwest has sold a larger per cent compared to usual than has the winter wheat belt.

Rye acreage increase 2% to 3,937,000, compared with 3,860,000 in 1926. Condition 88.6 vs. 86.3 in 1926 and ten-year average of 87.7.

Our November corn estimate has been reduced 8,000,000 bus. to 2,635,000,000. By states in million bushels: Ohio, 108; Ind., 112; Ill., 235; Ia., 372; Minn., 118; Mo., 165; Nebr., 280; Kan., 166, and So. Dak., 126. Official figures are expected to show around 2,690,000,000.

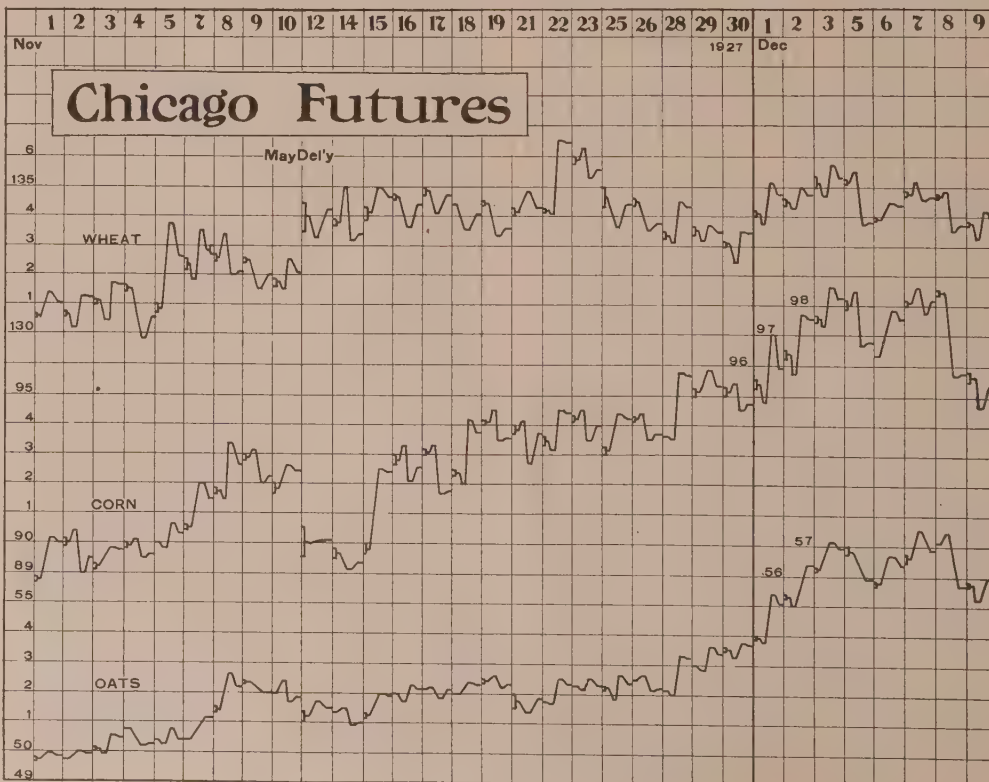
There is estimated to be 26,000,000 bus. of corn in the Argentine for export from December 1 to March 31, 1928. Last year 91,000,000 bus. were shipped during this period. The estimate is based upon 50,000,000 for home use, compared with a ten-year average of 82,000,000, and upon official crops and shipments for the shipping year (April 1 to March 31) for the last three years. However, it appears that the last two crops are underestimated about 15,000,000 to 20,000,000 bus. net; if this is true, there were 46,000,000 for export for four months to April 1, 1928.

Winter wheat crop for 1927 is 545,000,000 bus.; oats, 1,163,000,000; spring wheat, 312,000,000, and barley, 265,000,000.—R. O. Cromwell, Statistician, Lamson Bros. & Co.

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	WHEAT													
	Nov. 25.	Nov. 26.	Nov. 28.	Nov. 29.	Nov. 30.	Dec. 1.	Dec. 2.	Dec. 3.	Dec. 5.	Dec. 6.	Dec. 7.	Dec. 8.	Dec. 9.	
Chicago	134 1/4	133 3/4	134 1/4	133 3/4	133 3/4	134 1/4	134 1/4	135 1/4	134 1/4	134 3/4	134 3/4	133 3/4	133 3/4	
Kansas City	128	127 1/2	128 1/4	127 3/4	127	128 1/4	128 1/4	128 3/4	127 3/4	128	128 1/2	127 1/4	127 3/4	
St. Louis (hard winter)	134	133 1/2	134 1/4	133 3/4	133 3/4	134 1/4	135 1/4	134 1/4	135 1/4	134 3/4	135	133 3/4	134 1/4	
Minneapolis	129 1/2	128 3/4	129 1/4	128 3/4	129	130 1/4	130 3/4	130 3/4	129 3/4	130	130 1/2	129 1/2	129 3/4	
Duluth (durum)	125 1/4	123 3/4	124 1/4	123 3/4	124 1/4	125 1/4	125 1/4	126 1/4	124 1/4	125	125 3/4	124 3/4	125	
Winnipeg	136 1/4	134 3/4	134	134 1/4	135 1/4	136 1/4	138 1/4	138 1/4	136 1/4	137 3/4	137 3/4	137 3/4	137 3/4	
Milwaukee	134 1/4	133 3/4	134 1/4	133 3/4	133 3/4	134 1/4	135	135 1/4	134	134 3/4	134 3/4	133 3/4	134	
	CORN													
Chicago	94 1/4	93 3/4	95 1/4	95 1/4	94 3/4	95 1/4	97 1/4	98 1/4	96 3/4	97 1/4	98 1/4	95 3/4	95 3/4	
Kansas City	86 1/4	85 3/4	87 3/4	87 3/4	87 3/4	88 1/4	89 1/4	90 3/4	88 3/4	89 3/4	90 3/4	88 3/4	87 3/4	
St. Louis	94	93 1/2	95 1/4	95 1/4	94 3/4	96	97 1/4	98	96 1/4	97 1/4	98	95 3/4	95 3/4	
Milwaukee	94 1/4	93 3/4	95 1/4	95 1/4	94 3/4	96	97 1/4	98 1/4	96 3/4	97 3/4	98 1/4	95 3/4	95 3/4	
	OATS													
Chicago	52 3/4	52 1/4	53 3/4	53 3/4	53 3/4	55	56 1/4	56 3/4	55 3/4	56 1/4	56 3/4	55 3/4	54 1/4	
Minneapolis	48 3/4	48 1/4	46 3/4	47 1/4	47 3/4	48 3/4	49 3/4	50 1/4	49 3/4	50 1/4	50 1/4	50 1/4	50 1/4	
Winnipeg	59 1/4	58 3/4	59	59 3/4	59 3/4	61 1/4	62 1/4	63 1/4	62 3/4	63 3/4	64	64 1/4	64	
Milwaukee	52 3/4	52 1/4	53 3/4	53 3/4	53 3/4	55 1/4	56 1/4	56 3/4	55 3/4	56 1/4	56 3/4	55 3/4	54 1/4	
	RYE													
Chicago	107 3/4	107 1/4	108 3/4	108 3/4	109	110 1/4	110 3/4	110 3/4	109 3/4	109 3/4	110	108 3/4	107	
Minneapolis	101 1/4	101 1/4	101 1/4	102 1/4	103 3/4	105	104 3/4	104 3/4	103 3/4	104 3/4	104 3/4	103 3/4	103	
Duluth	103 3/4	103 3/4	105 1/4	105	106 1/4	107	107 3/4	107	105 1/4	106	106 1/4	105 1/4	105 1/4	
Winnipeg	106 1/4	106 1/4	107	106 3/4	107 3/4	109 1/4	109 3/4	109 3/4	107 1/4	108 3/4	108 3/4	108	107 3/4	
	BARLEY													
Minneapolis	76 3/4	76 1/4	76 3/4	76 1/4	77 1/4	78 1/2	79 3/4	80 3/4	79	78 3/4	81 1/4	80 3/4	80 3/4	
Winnipeg	81 3/4	80 3/4	81 3/4	81 3/4	81 3/4	84 1/4	85 3/4	85 3/4	84	84 1/4	86 1/4	85	85 1/4	





## Farm Bureau Federation Stands for McNary-Haugen Bill.

Resolutions adopted at the 9th annual meeting of the American Farm Bureau Federation at Chicago Dec. 7 reiterate its adherence to the equalization fee. Among the principles approved were the following resolutions:

### For Equalization Fee.

Commodity marketing and surplus control are inseparable. Co-operative organizations, however, cannot bear the load unaided. Under certain conditions in order that operations may be successful, the entire commodity marketed and not the member producers alone, must by the application of the equalization fee principle meet the requirement that each marketed unit shall pay its share in the cost of its own stabilization and protection.

We insist that legislation which contains the principles embodied in the McNary-Haugen bill with such improvements as experience and good judgment may suggest shall again be passed by Congress.

### Import Duties.

We insist there should be no import duty on plant food constituents. We commend the Tariff Commission for its studious attention to and fair consideration of the agricultural cases recently decided and now pending. The duty on hairy vetch seed should be removed.

Foreign products which can be used, either in the raw state or as processed material in place of, or as substitutes for, home-grown agricultural products should carry the highest possible rates of import duty.

### For Reduced Rates of Freight.

Transportation to agriculture assumes national, and even international, aspects. We advocate among others the following plans to prevent losses to agriculture by the payment of excessive transportation costs: An American Merchant Marine of permanent character, under the authority of the United States Shipping Board; readjustment of freight rates on the basis of Hoch-Smith resolution.

### European Corn Borer.

We favor an appropriation by this Congress sufficient to carry on the corn borer control work effectively. We commend the co-operation given by the farmers in the past and realize that whole-hearted support by them is essential.

### Want Cheap Farm Labor.

We request our officers to exert every effort in securing a congressional investigation before any additional immigration restrictions to nationals on the western hemisphere are applied.

## Barley Movement in November.

Receipts and shipments of barley at the various markets during November, as compared with November, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	823,996	491,249	603,249	341,929
Chicago	714,000	540,000	309,000	200,000
Cincinnati	4,200	1,400		
Duluth	4,175,033	875,248	4,233,537	655,875
Ft. William	4,844,907	6,931,232	5,843,350	7,415,727
Ft. Worth	25,800	49,600	8,000	121,600
Galveston			118,305	
Hutchinson	2,500	7,500		
Milwaukee	821,700	718,780	350,039	127,531
Minneapolis	1,423,900	1,255,190	1,474,550	1,093,110
Montreal	1,468,005	2,297,275	6,502,749	2,687,211
New Orleans		3,200		
New York	4,223,400	2,814,900	3,124,000	1,628,000
Omaha	148,800	49,600	224,000	88,000
Peoria	61,600	82,600	68,400	58,800
Philadelphia	21,407	51,144	49,664	49,896
Portland	23,400	54,400	9,333	
St. Louis	179,200	235,200	27,200	12,800
Superior	3,638,948	852,164	3,932,508	1,009,826
Toledo	6,000	2,400		
Wichita		1,200		1,200

## Rye Movement in November.

Receipts and shipments of rye at the various markets during November, as compared with November, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	45,430	36,366	26,502	17,143
Chicago	1,010,000	388,000	14,000	235,000
Cincinnati	7,000	11,200		14,000
Duluth	2,800,449	1,265,764	3,109,631	1,099,803
Ft. William	1,798,195	1,399,397	2,653,434	2,201,202
Ft. Worth		18,000		
Galveston				25,714
Hutchinson	2,400	3,600		
Indianapolis	8,000	1,400		
Milwaukee	87,750	91,975	79,713	33,806
Minneapolis	420,340	367,020	228,980	240,490
Montreal	3,337,583	271,943	6,098,869	1,139,353
New Orleans	47,941	1,500	62,249	
New York	226,500	73,400	103,000	74,000
Omaha	159,600	57,400	100,800	77,000
Peoria	3,600	19,600		3,600
Philadelphia	16,479	2,229		
Portland	21,000	4,500	52,000	
St. Louis	45,500	9,100	59,900	2,600
Superior	1,696,226	676,226	1,836,131	599,905
Toledo	13,200	18,000	10,595	13,870
Wichita	2,400	1,200		1,200

## Against Price Fixing on Farm Purchases.

We announce our position in support of opposing legislation which would establish retail price fixing; securing legislation which will classify live poultry as live stock; we favor a federal law requiring truth in market reports, and reports affecting marketing levels.

## Farm Middlemen Uniting.

[Concluded from page 634.]

be solved more satisfactorily and with greater dispatch, and that in their adjustment, government shall not be permitted to exceed its just and constitutional limits in extending to any organization, financial, bureaucratic or legislative aid, not extended to others.

### To Organize Federated Agricultural Trades.

RESOLVED, That a permanent non-profit-making organization be formed, to be known as the Federated Agricultural Trades of America, and that the chair be authorized to appoint, at its discretion, a committee of fifteen, consisting of himself and fourteen others, within two weeks' time, to apply for the necessary charter, prepare a constitution and by-laws, set up a schedule of dues, solicit members, and do such other things as may be necessary to perfect a permanent organization.

The chairman appointed the following organization committee a meeting of which will be held Dec. 16 at the Palmer House, Chicago: Everett C. Brown, Chicago, live stock interests; Alton E. Briggs, Boston Fruit & Produce Exchange; Chas. Droste, New York Mercantile Exchange; S. Edward Davis, Chicago Mercantile Exchange; Paul Fishback, food brokers; Fred G. Horner, Lawrenceville, Ill., grain; Herbert S. Johnson, food industries; L. B. Kilbourne, eggs and poultry; F. H. Kullman, Chicago, milk; Lester Perrin, Chicago, Board of Trade; E. T. Rector, butter; S. M. Ross, ice cream; Ralph C. Stokell, warehouses and elevators; W. H. Strowd, millers; W. E. Suits, Chicago, feed manufacturers; A. L. Ward, cotton seed products; Robert Wood, cotton sales.

## Oats Movement in November.

Receipts and shipments of oats at the various markets during November, as compared with November, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	82,377	62,706		
Chicago	4,533,000	3,882,000	1,683,000	2,129,000
Cincinnati	250,000	300,000	174,000	186,000
Duluth	327,562	369,658	1,063,321	928,049
Ft. William	3,250,760	3,654,916	2,480,280	3,105,627
Ft. Worth	132,000	154,000	40,000	58,000
Hutchinson		1,500		
Indianapolis	702,000	710,000	614,000	744,000
Milwaukee	639,400	1,422,720	1,060,596	456,113
Minneapolis	1,534,970	1,224,170	2,622,280	1,784,010
Montreal	533,930	367,904	507,774	135,930
New Orleans	66,000	158,000	92,935	89,213
New York	626,000	612,000	105,000	7,000
Omaha	690,000	282,000	574,000	462,000
Peoria	711,000	531,900	615,600	462,600
Philadelphia	141,527	121,660		
Portland	190,000	1,350,000	1,812	33,730
St. Louis	1,498,000	1,444,000	1,226,000	1,270,000
Superior	253,997	161,910	861,680	170,750
Toledo	276,600	569,000	127,845	182,405
Wichita	22,500	16,000		4,500

## Wheat Movement in November.

Receipts and shipments of wheat at the various markets during November, as compared with November, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	2,612,364	1,992,080	1,112,175	1,565,480
Chicago	2,884,000	1,686,000	852,000	2,409,000
Cincinnati	198,800	259,000	267,400	501,200
Duluth	17,065,025	8,395,178	21,853,458	7,158,990
Ft. William	86,686,964	69,103,279	89,023,080	70,287,170
Ft. Worth	674,800	1,416,800	338,800	690,200
Galveston			266,400	2,359,340
Houston			16,000	64,000
Hutchinson	1,241,450	1,502,550		
Indianapolis	285,000	227,000	293,000	288,000
Milwaukee	198,720	660,800	692,936	1,698,870
Minneapolis	9,487,570	7,251,980	4,490,980	3,673,760
Montreal	25,697,026	17,062,633	29,121,214	16,996,108
New Orleans	865,891	231,200	681,903	848,979
New York	9,616,600	11,132,800	5,994,000	6,567,000
Omaha	1,700,800	1,037,400	1,604,400	1,297,800
Peoria	85,200	74,450	81,600	49,200
Philadelphia	1,286,703	1,479,117	634,571	629,213
Portland	5,108,350	3,594,500	5,990,839	3,473,748
St. Louis	2,086,000	2,231,600	1,848,400	1,695,847
Superior	9,042,533	5,709,075	12,225,180	5,249,579
Toledo	1,389,505	829,800	713,020	327,180
Wichita	1,439,100	1,487,700	799,200	210,500

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Shelbyville, Ind., Dec. 6.—Only a small amount of corn has been delivered to the mills and elevators, in this section. New corn is 50c a bu. as compared to 45c last year. Much of the grain contains a great deal of moisture.—C.

Chicago, Ill., Dec. 8.—Farmers have moved 72.8% of the marketable supply of wheat compared with a normal of 67.1%. Assuming the crop to be 842,000,000 bus., and 125,000,000 retained on farms for seed and feed, there would appear to have been about 522,000,000 already marketed and 195,000,000 bus. still to market by farmers. The rate of disposition of the oats crop to Dec. 1 was slightly more rapid than the usual, returns indicating the percentage disposed of to be 3.7% more than the usual; this with the short production suggests relatively small marketings of oats during the rest of the season.—Nat C. Murray, statistician, Clement, Curtis & Co.

## Montreal Leads in Exports of Grain.

By P. F.

Montreal, the largest grain exporting seaport in the world, has again maintained its superiority in this industry. According to the Montreal Harbor Commissioners, the port has delivered 175,527,276 bus. to vessels this season. Shipments for the six months ended Oct. 31 are nearly double those of the seven leading ports of America's Atlantic seaboard. A fair comparison is being made by examining deliveries over a six-month period, as Montreal has only a seven-month navigation season, while the United States ports have open season all the year round. Despite this fact, the total amount of grain shipped from Montreal is far ahead of that of any of her competitors during the twelve months period.

Montreal has been practically destined by nature for the position of premier grain exporting seaport of the world. Situated at the junction of deep sea and inland navigation, the port cannot but hold an important place in the grain exporting industry of the world. All ports on the Great Lakes are directly connected with Montreal by water and the grain can be brought to the elevators without having to be transhipped and can be loaded into vessels directly from the elevators and carried overseas, or railways can bring grain direct to the elevators from the west.

Large ocean vessels can ascend the St. Lawrence to the port, and, coupled with the fact that Montreal has no tide to hinder shipping, vessels can be loaded without any trouble. The extensive facilities of the Montreal Harbor Commissioners can accommodate a very large number of vessels at one time.

A comparison of the grain deliveries made from Montreal and the respective American ports during a six-month period from May 1 to October 31 will show the superiority of the port of Montreal. Details follow in bushels:

Montreal, 158,406,367; New York, 42,669,000; Galveston, 14,245,000; Baltimore, 10,085,000; New Orleans, 8,247,000; Philadelphia, 6,668,000; Norfolk, 1,548,000; Boston, 344,000.

## Corn Movement in November.

Receipts and shipments of corn at the various markets during November, as compared with November, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	56,646	40,305		220
Chicago	6,860,000	13,333,000	3,325,000	6,662,000
Cincinnati	361,800	424,800	261,800	375,200
Duluth	21,607	19,400		
Ft. Worth	465,000	115,500	199,500	46,500
Houston				59,303
Hutchinson	537,500	10,000		
Indianapolis	1,720,000	1,726,000	1,439,000	1,037,000
Milwaukee	556,480	666,800	692,936	1,698,870
Minneapolis	455,140	436,320	466,910	720,100
Montreal	138,155	166,281	11,017	42,461
New Orleans	112,500	337,500	60,127	225,621
New York	103,500	220,500	66,000	
Omaha	1,164,800	1,419,600	1,227,800	1,162,000
Peoria	1,653,050	1,365,950	792,450	1,106,850
Philadelphia	107,498	10,553		
Portland	147,000	166,500	170	36
St. Louis	714,000	1,367,000	508,200	659,800
Superior	24,058	24,649		
Toledo	151,250	485,000	61,780	201,100
Wichita	60,000	51,000	14,400	10,800



### From President Coolidge's Message.

The shipping board is constantly under pressure, to which it too often yields, to protect private interests rather than serve the public welfare. More attention should be given to merchant ships as an auxiliary of the navy. The possibility of including their masters and crews in the naval reserve, with some reasonable compensation, should be thoroughly explored as a method of encouraging private operation of shipping.

**Public operation is not a success.** No investigation, of which I have caused several to be made, has failed to report that it could not succeed or to recommend speedy transfer to private ownership. Our exporters and importers are both indifferent about using American ships. It should be our policy to keep our present vessels in repair and dispose of them as rapidly as possible rather than undertake any new construction. Their operation is a burden on the national treasury, for which we are not receiving sufficient benefits.

**Farm Aid**—It should be the aim to assist the farmer to work out his own salvation socially and economically. No plan will be of any permanent value to him which does not leave him standing on his own foundation.

**Too Much Government Land Reclamation**—In the past the government has spent vast sums to bring land under cultivation. It is apparent that this has reached temporarily the saturation point. We have had a surplus of production and a poor market for land, which has only lately shown signs of improvement. The main problem which is presented for solution is one of dealing with a surplus of production. It is useless to propose a temporary expedient. What is needed is permanency and stability.

**Government price fixing** is known to be unsound and bound to result in disaster. A government subsidy would work out in the same way. It cannot be sound for all of the people to hire some of the people to produce a crop which neither the producers nor the rest of the people want.

**Price fixing and subsidy** will both increase the surplus, instead of diminishing it. Putting the government directly into business is merely a combination of subsidy and price fixing aggravated by political pressure. These expedients would lead logically to telling the farmer by law what and how much he should plant and where he should plant it, and what and how much he should sell and where he should sell it.

**Reduce the Acreage**—The most effective means of dealing with surplus crops is to reduce the surplus acreage. While this cannot be done by the individual farmer, it can be done through the organizations already in existence, through the information published by the Department of Agriculture, and especially through banks and others who supply credit refusing to finance an acreage manifestly too large.

**Assist Co-op. Ass'ns**—It is impossible to provide by law for an assured success and prosperity for all those who engage in farming. If acreage becomes overextended, the government cannot assume responsibility for it. The government can, however, assist cooperative ass'ns and other organizations in orderly marketing and handling a surplus clearly due to weather and seasonal conditions, in order to save the producer from preventable loss.

While it is probably impossible to secure this result at a single step, and much will have to be worked out by trial and rejection, a beginning could be made by setting up a federal board or commission of able and experienced men in marketing, granting equal advantages under this board to the various agricultural commodities and sections of the country, giving encouragement to the cooperative movement in agriculture, and providing a revolving loan fund at a moderate rate of interest for the necessary financing. Such legislation would lay the foundation for a permanent solution of the surplus problem.

This is not a proposal to lend more money to the farmer, who is already fairly well financed, but to lend money temporarily to experimental marketing associations which will no doubt ultimately be financed by the regularly established banks, as were the temporary operations of the War Finance Corporation. Cooperative marketing especially would be provided with means of buying or building physical properties.

**Against Government Barge Lines**—The policy is well established that the government should open public highways on land and on water, but for use of the public in their private capacity. It has put on some demonstration barge lines, but always with the expectation that if they prove profitable they would pass into private hands, and if they do not prove profitable they will be withdrawn.

The problems of transportation over inland waterways should be taken up by private enterprise, so that the public will have the advantage of competition in service. It is expected that some of our lines can be sold, some more demonstration work done, and that with the completion of the Ohio project a policy of private operation can be fully developed.

**Consolidation of Railroads**—In order to increase the efficiency of transportation and decrease its cost to the shipper, railroad consolidation must be secured. Legislation is needed to simplify the necessary procedure to secure such agreements and arrangements for consolidation, always under the control and with the approval of the Interstate Commerce Commission.

Pending this, no adequate or permanent reorganization can be made of the freight rate structure. Meantime, both agriculture and industry are compelled to wait for needed relief. This is purely a business question, which should be stripped of all local and partisan bias and decided on broad principles and its merits in order to promote the public welfare. A large amount of new construction and equipment, which will furnish employment for labor and markets for commodities of both factory and farm, wait on the decision of this important question. Delay is holding back the progress of our country.

### Seeking to Make Pooling Compulsory in Saskatchewan.

The action of the Saskatchewan Pool in constructing its educational committee to study Mr. Sapiro's proposal that legislation should be sought to compel all farmers to market through the Pool has been attracting a good deal of public attention.

The Edmonton Bulletin, for example, discussed this action in an editorial a few days ago. Its first point was that Mr. Sapiro's scheme had evidently recommended itself to an influential element in the Saskatchewan Pool. Its second point was that coercion is not usually resorted to except under pressure of adverse circumstances, and therefore the immediate effect of this official action would be to create the impression that the Saskatchewan Pool was in difficulties or foresaw that it was likely to be.—*Grain Trade News*.

### The Rapid Rise in the Price of Memberships.

Conditions affecting the price of memberships in the Chicago Board of Trade have become more favorable to holders with the result that memberships are selling at \$10,600, about the highest on record.

Several factors have culminated at the same time to cause the rise from \$7,100 on Nov. 21 to \$10,600 in less than two weeks, an advance of nearly 50 per cent. One is the approval by the members at large of the new building project, the completion of which is expected to give the Board quarters free while the rentals defray the expenses, now borne by the members in heavy annual assessments, of maintaining the exchange.

Another is the posting of an amendment to the rules providing for the purchase and retirement of memberships by the Board at a price of \$7,000, instead of \$6,000.

Another is the abandonment by New York of its ambitious plan to conduct a futures hedging market based on Buffalo elevator certificates.

Another is the adoption of the proposal to eliminate the stamp tax on futures, by the House Com'te considering tax reduction. Altho part of this tax fell upon independent and farmers elevators in the country using the hedging facilities a considerable portion of the \$3,000,000 annual revenue was paid by the exchange members.

Another reason is the improved position of the farmer due to a rise in the sale price of farm crops generally and a fall in the price of the articles he buys. The interests of the Board of Trade and the grain farmer are identical and both always prosper at the same time. This improved position of the farmer is also reflected in the advance in the shares of the original mail order house catering to the farmer from \$60 a year ago to around \$116 at present.

### The Washburn Crosby Company Add 1,500,000 Bus. to Its Kansas City Storage Elevator.

The milling requirements of the Washburn Crosby Company at Kansas City and the buying, storing and shipping of grain for this point as well as Eastern points, Chicago and Louisville, made it necessary to add an additional 1,500,000 bus. of storage capacity to its plant this spring, bringing the total storage capacity of its Kansas City elevator to 4,000,000 bus.

The additional storage was added in two units known as No. 4 and No. 5 adjacent to Nos. 2 and 3 additions respectively. These units rest on piles and fill the entire space between adjacent tracks. The circular bins in No. 4 house are 29 ft. in diameter and 100 ft. high, with smaller bins to fill out this irregularity of the site, while in the No. 5 house the bins are 25 ft. in diameter and 100 ft. high.

Both buildings have basement walls supporting the bins so arranged as to form tunnels for the belt conveyors and reduce to a minimum the floor space to be kept clean. Both buildings are ventilated by large flues from basement to roof in addition to individual bin vents either by a sheet metal pipe through roof for inside bins or louvers in outside walls of outside bins. The steel sash where ventilated are equipped with Canavan operators which are designed automatically to open the windows in case of a dust explosion.

In order to protect the grain from moisture in the sand hopper fill, curbs made of concrete were placed around all of the hopper openings in the bin bottom slab and provision made for drawing off any accumulation of water behind these curbs through weep holes in the bottom.

By extending the storage and shipping belts in the old No. 3 storage the new No. 5 addition was easily taken care of for handling the grain, but the No. 4 addition was 10 ft. higher than the No. 2 storage, thus necessitating the reloading of grain from the No. 2 trippers on to a separate belt running up an incline on ramps depressed through the top of the first two bins in the new construction. Separate trippers were therefore required in the No. 4 cupola.

The work of driving the piling was commenced in February and this portion of the work was turned over to the Folwell-Ahlskog Co., on about March 1st. The first grain was taken into the new storage on June 15, 1927. On one building, No. 5, the contractors raised the bins 100 ft. high in 7 days or an average of over 14 ft. of height in each 24 hours.

The conveying machinery was furnished by the Ehrsam & Sons. General Electric motors and Morse Silent Chain Drives were installed to drive the belts through Falk Reduction Gears. The sheet metal work was furnished and installed by the Mo. Boiler Works. An illustration of storage units Nos. 4 and 5 is given on our outside front cover page.

During these operations, Mr. M. D. Bell was in charge of the construction as Assistant General Superintendent for Washburn-Crosby Flour Mills Co. and he was represented on the work by Mr. Reed McKinley, who personally conducted necessary tests and prepared field calculations.

**The production of wheat in the United States, separated by classes, is estimated as follows, 1927 compared with the average for the past eight years, in millions of bushels:** Soft winter, 206 ('27)—247 (aver.); hard winter, 258 ('27)—252 (aver.); hard spring, 199 ('27)—157 (aver.); durum, 80 ('27)—61 (aver.); white, 124 ('27)—102 (aver.); total, 867 ('27)—819 (aver.).—Nat C. Murray, statistician, Clement, Curtis & Co.



# Pressing Problems of South Dakota Elevators

Discussed by Farmers Elevator Ass'n at Huron Meeting

Splendid weather with roads in fine condition, encouraged managers and directors of farmers elevators to celebrate their big corn harvest by swelling the attendance at the 21st annual convention of the Farmers Elevator Ass'n of South Dakota to over 400. The meeting was held at Huron, South Dakota, Nov. 29 and 30 and Dec. 1, headquarters in the Marvin Hughitt hotel. All sessions were held in the Elks Hall.

## Tuesday Morning Session.

The first session was called to order by Pres. A. L. Berg of Baltic, at 10 a. m., Tuesday morning.

Invocation was pronounced by Rev. A. S. Carlson of the First Presbyterian Church.

GEO. C. HUNT, pres. of the Huron Chamber of Commerce welcomed the visitors and delivered the keys of the city assuring the delegates that every assistance would be given to insure all having a good time. He was followed by a short musical program supplied by the Huron College of Music.

G. R. McARTHUR of the Chamber of Commerce, made the official address of welcome. He told about the advantages of conventions and how they give dealers an exceptional opportunity to learn from the experiences and convictions of others and permit all to work together for the common good of the trade. The delegates were truly welcomed and told to make their wants known that the Chamber might be permitted to serve them.

PRES. A. L. BERG made the response, heartily thanking the welcomers, the Chamber of Commerce and the citizens of the progressive city of Huron on behalf of the ass'n. He remarked that the progress of the ass'n depended upon the members loyally working together for the best interests of all, and that the way to do this is thru the organization. He said:

## State Farm Organization.

During the past year we have organized an ass'n composed of all the farmers organizations in the state that these various farm leagues, granges, clubs and other organizations with the interests of the farmers at heart, might be permitted to work together for the common good instead of haphazardly and sometimes against each other. All but one of the farm organizations have joined. So far we have held two meetings and they have accomplished considerable good in keeping us all headed in the same direction.

The membership of the Farmers Elevator Ass'n has been increased during the past year, as it should be. The ass'n has worked to the advantage of the members in legislative matters, insurance, bonding, transportation and other things. We have kept in close touch with the state and national departments of agriculture in a study of farmers elevator problems and much has been done along this line. Our work on the Northwest Regional Advisory Board has been an important factor in helping the railroads keep the elevators well supplied with cars for the rapid transportation of our grain to market.

SEC'Y F. H. SLOAN, Sioux Falls, read the minutes of the last convention, held in Watertown a year ago. These were approved.

SEC'Y SLOAN distributed copies of his annual field report, and called attention to various points covered. The report said:

## Sec'y Sloan's Field Report.

**Legislative Work.**—There were no laws passed at the last session that affected the Farmers Elevators. This does not mean that your legislative com'te was not called upon to act—very much to the contrary, as there was one bill up three times that had to be fought down, a storage bill. The com'te with others was before the Warehouse and Grain Grading Com'te of the Senate and House twice on this bill, and the bill was carried to the Senate floor, and killed before the sponsor of it would give up.

**District Meetings.**—The district meetings of the past year were not what we hoped they would be, but after taking into consideration what the elevators had passed through in the

way of poor business as far as the grain end is concerned, we think what few we did have were well attended.

**Public Liability Insurance.**—Boards of Directors and Managers should look into this class of insurance, as the past year there have been losses under this coverage, where parties other than help employed have been hurt in the elevator, and the elevator company held liable under the law for injuries to others on their property.

**Elevator Warehousemen's Bonds.**—We are working for a lower rate on this class of bonds but must have a volume before same can be secured, therefore, Mr. Manager, give us a chance to get your storage bonds for your company and help us to get a lower rate, which means money for all.

**Workmen's Compensation Insurance.**—By combining the insurance requirements of our members, we get this insurance at a big saving. Every Farmers Elevator Company should carry workmen's compensation insurance and protect yourself from a loss if some of your help is hurt or killed.

**Freight Rates.**—The ass'n has not been very active the past year on freight rates, as funds have not been available to work with. What we have done has been done by letter or wire. We wish to call your attention to the coal rate case which we think should be given some study by everyone, for in this case three of the prosperous railroads are asking to be allowed to put into effect a lower rate on coal that comes to the Northwest. When railroads ask to give us lower rates and are not allowed to do so, something must be wrong.

**Audits.**—After being called on to help out in the shortage covered by bonds, I have come to realize the importance of a good audit, for where an up-to-date audit was had it was very little trouble to get a settlement. If good audits will help out in a case of this kind, I believe that they will help keep away from losses not covered by bonds such as poor management or the lack of knowing how to run the business. A great many large losses could have been avoided if the proper audit had been made in time.

**Margins.**—This question has come up many times the past year and after hearing it talked over have come to see that it is a question that must be taken care of by each company on the basis of what it can afford to pay for grain on the number of bushels handled and kind of grain and still pay expenses. And I wish to call to the attention of the board of directors that allows the business to be run at a loss, that sooner or later you or others are going to be called on to pay for this loss. I have found out that in most cases the board pays. Why should a few take the responsibility to make a market for the many?

**Markets Out of Line.**—What we mean by the above is where some buyer or buyers at a station put the price up because they are not receiving or getting what they think is their share of the receipts. This is one of the worst things that the Farmers Elevators have to overcome. It is either for them to divide receipts, be below the other buyer or buyers or handle the grain at a loss. This has always been with us, but was overcome in the start of the movement by loyalty of the farmer to his own business, which does not seem to be with us today at some stations. There are laws covering just such cases as these, but they do not seem to give the needed relief. I myself have not much faith in laws of this kind. What they need is to run their business so that the farmers of the locality will see that it is to their best interest to sell to and buy from their own company. Now if the farmers who sell grain at one of these places will not use their heads and deliver their grain to their own elevator at a margin that will pay overhead expenses, they cannot expect to keep their Farmers Elevator going.

**Dockage in grain** causes heavy losses in the production and marketing of grain. The Manager has to take several things into consideration in handling the dockage question, for on a 12 cent per bushel freight rate on wheat a 5 per cent dockage makes the rate 12.6 cents per bushel, a 10 per cent dockage makes it 13.3 cents per bushel, and a 20 per cent dockage makes it 15 cents per bushel. You can see by this, where you are coming out at, if you do not dock the farmer in price as well as dockage, and the farmer loses several ways on heavy dockage grain, smaller yield, more cost in handling, larger threshing bills, etc. This dockage question should be studied.

**Associate Membership.**—As the running expense of the Association is paid mostly from dues and fees, it is necessary to have members belonging to the Association in order to be at all times in shape to carry out the work we are called on to do. But it can not be done without funds, therefore we ask you to help get the

Farmers Elevators that are not now members to become members and by so doing put the ass'n in shape to act.

## Problems of Farmers Elevators.

To perform a service for its members more efficiently than that service would otherwise be performed.

To convince its members that such service has and is being performed.

**Credit.**—This is an old subject but a very important one. After studying it we find out that it adds more to the expense account than any other item that enters into the cost of running an elevator, for interest paid out for the use of money that it takes to give or carry the credit accounts and losses on same, in too many cases leaves no profit on the business done. There are several companies that have gone to the cash basis on their retail trade and report increase in volume of business as well as profit, besides being able to give the consumer a better price on goods bought—worth thinking over.

**Financing.**—Every Farmers Elevator Co. should have enough paid in capital stock to pay for the property investment and to take care of the average run of business. One thing we have noticed that interest paid out for use of money to carry property investment shows up in the expense or loss account, but interest paid out on capital stock shows up on the annual report as a dividend. The first will break a company, the latter will get new stockholders and increase business. An under financed company cannot serve the community as it should. In too many cases this is what is wrong with co-operative efforts.

**Car Door Competition.**—We have heard a great deal of complaint of late in regards to this kind of competition, and know that it is hard to meet, but it is being done by the managers of our elevators getting together and pooling their buying. This overcomes the carrying of large stocks, gets away from breaks in markets, gives the advantage of car load prices and car load freight rates. Have investigated this collective buying and distribution where it is being done and find that it pays big returns to the elevator companies.

A discussion of insurance and public liability followed. It was felt that when an employee is on duty, whether on or off the company premises, he is fully protected by the workmen's compensation insurance. When he is off duty and performing activities for his own account only he cannot collect if he gets hurt.

The insurance company is liable for its public liability coverage on an elevator. Should any lawsuits arise from damage to a patron or a patron's property on elevator premises it is the duty of the insurance company to fight them for the elevator.

Adjourned to 1:30 p. m.



F. H. Sloan, Sioux Falls, S. D., Sec'y Farmers' Elevator Ass'n.



## Tuesday Afternoon Session

The second session opened Tuesday afternoon with Pres. Berg in the chair.

WM. F. SCHNAIDT, marketing specialist from the state college at Brookings, made the first address. He said:

### Progress of Farmers Elevators.

Those of you who have studied the history of the ass'n and of farmers elevators thruout this country, know the inspiration of progress in the movement. It looks like the farmers elevators will last a long time. Our pioneers have stood by them thru great handicaps and they deserve considerable glory for their success in putting over the cooperative marketing system.

According to authorities a man is supposed to be receptive to new ideas up to the age of 40. After that he has a tendency to begin living in the past and depending upon his memories. This movement is now about 40 years old. What is it going to do? Will it continue to be progressive or will it start on the downward trail? Has it enough forward looking leaders to keep it progressing?

The movement has had its ups and downs. The past six years have proven hard for many. Some have gone under. Others are now coming back stronger than ever.

In looking into the future it is well to stop and take stock of what has been done. I call attention to some of the problems that must be considered.

Membership loyalty is the topic of most frequent discussions among elevator managers. One of the complaints is that the pioneers of the movement have stopped growing grain and retired, yet continue to hold their stock and act on the board of directors. Too often these white-headed directors are over-conservative and have lost the viewpoint of elevator service. They are principally interested in dividends which brings funds to their pockets. They hesitate about improvements that should be made. It is felt that new and younger blood should be fused into the organization.

The complaint is right. Our elevators need the benefit of the old fellows' judgment and conservatism. But they also need the enthusiasm and spirit of service that is found in youth. Active grain producers should be encouraged to take stock and should be elected to the board of directors that they may become familiar with its problems and take the place of the older fellows when the latter can no longer serve.

Membership loyalty is concerned with the volume of business the local elevator handles. It is volume that makes the institution work successfully on a low margin. Too often now we have duplication of effort by farmers elevators being too close together and competing for the same grain.

Some elevators become successful where others fail, tho they pay the same price for grain. This is often due to better selling or operating. I know of two elevators in this state that have been making \$3,000 a year simply by cleaning the dockage from their grain before offering it on the market.

The farmers elevator which is used as a price club only is in a precarious position. Success can only be obtained by giving good service and handling a volume of business on a reasonable margin.

Many elevators have added to their profits with the handling of side-lines. Here is opportunity for development. As an example take the tremendous demand for alfalfa seed which came last year as a consequence of a special train covering the state with information regarding the growing of this forage. A number of our elevators got together and purchased their seed in carload lots, saving considerable money thru combining their orders and shipments.

**New Charters.**—A number of our elevators are coming to the time when they must renew their charters. In doing so they should carefully examine the by-laws so that they may be revised to permit giving efficient marketing service. The state college is prepared to give you every assistance along this line. Sets of by-laws have been worked out to guide you in continuing your efforts along the cooperative line.

At one time this state had a number of district elevator groups holding regular meetings and working on local problems. These have died from one cause and another. I believe they should be reawakened and that it is the work of your state ass'n to do the reawakening. Much can be done for the success of the local institutions when managers with the same problems will get together to work out the solutions.

F. S. BETZ, Chicago, discussed "A United Movement." He remarked that some managers boast about good management being more important than loyalty on the part of the stockholders. It takes both. If good business management is to be effected there must first be business to manage. This requires some measure of loyalty. Any farmers organization must

have the benefit of the individual farmers of which it is composed at heart if it is to become successful.

PRES. BERG announced the following committees:

CREDENTIALS: H. L. Peterson, Humboldt; Gilbert Sagnes, Sherman; C. H. Horthington, McLaughlin.

CONDOLENCES: A. R. Fryer, E. J. Oyan, H. E. Covey.

RESOLUTIONS: Managers Frank J. Woodring, Winner; W. E. Brewster, Woonsocket; H. A. Campbell, Silby; J. P. Eno, Montrose. Farmers Arthur Lawrence, Doland; Fred Koop, Betts; F. J. Cross, Randolph; E. H. Day, Clark; O. V. Olson, Broadland.

MR. TOMPKINS, one of the South Dakota farm bureau men, introduced Gray Silver of Martinsburg, W. Va., who discussed coal rates from the east. In the course of his remarks he said:

### Effect of Coal Rates on Communities.

There is a broader application of my subject than that shown by the title concerning coal rates on movement into the northwest. Rates have a direct bearing on the welfare of every community. The prosperity of every community is contingent upon the profits from the business done in that community. If the freight rates allow it to compete with similar business done in other communities it has opportunity to prosper. If not it is handicapped.

Coal from the eastern mines is delivered to the Northwest via the Great Lakes. In the early days it was the supply point for this country. During the war when eastern orders took the entire output much of the business was permitted to get away and be supplied from other sources including West Virginia. When the war was over and the war demand was gone, the producers remembered and wanted this market back. Under the existing freight rate levels they couldn't compete.

So they went to the Interstate Commerce Commission and demanded a readjustment of rail rates to the lakes and consuming points. This was granted.

Producers then supplying this country objected and the roads serving them voluntarily reduced their rates to meet the reduction of the rates from other fields and maintain the old spread. To this the Interstate Commerce Commission objected and the offending tariffs were ordered suspended. The railroads contended that they could afford the reduction and brought evidence to prove their contention.

If railroads feel they can afford to grant lower rates on any given commodity without saddling a burden on some other commodity, why should not they be permitted to do so and give you the benefit of the lower rate? Why should the Commission have the power to bring prosperity to one community at the expense of another with an arbitrary ruling on rates?

The Commission was originally effected to act as a check and prevent rates from being made too high. The bill should remain as it was originally and it is up to you folks to demand that the power of setting minimum rates be taken from it.

Lower rates work to your immediate benefit. Liverpool sets the price on wheat. What the producer obtains is the Liverpool price less the handling and transportation costs. If the rates to Liverpool are lowered the price is raised to the producer.

We stand in need of some sort of credit system which would enable farmers to build their facilities where needed, without first tying themselves up with a lot of personal endorsements. This is a field for government endeavor.

Pres. Berg announced the evening features. Adjourned to 7:30 p. m.

## Tuesday's Evening Session.

The 3rd session was called to order by Pres. Berg at 7:30 p. m. Tuesday. A short program of music was first enjoyed by the delegates.

H. E. COVEY, Hamill, director of the board from the 3rd district, followed with a discussion of the place held by farmers elevators in the program for farm relief. He said:

### Farmers Elevators and Farm Relief.

At present farmers elevators are not close to the farm relief movements. There is dissension in the ranks and much criticism of plans proposed.

It is unfair to expect anything Congress does to be entirely satisfactory to all farmers. Much less so to everyone concerned. The consumer knows that bread must cost more than it now does if the farmer gets \$1.50 for his wheat. They can not be expected to sponsor anything to raise the price of the products they must buy. City population has increased the past few years until it just about has the vote.

The McNary-Haugen bill would never have passed in Congress if it were not known that

the President would veto it. Our Congressmen just wanted a place to settle the blame instead of having to bear it themselves.

If we are to seek farm relief we must search elsewhere than in our legislative halls.

When cold weather comes we find that pigs will huddle together for warmth. In warm weather they separate. If the farmers are to obtain relief they must cooperate, they must work together in making their demands.

One of the difficulties among the farmers is their failure to agree among themselves. There is no reason why the various farm organizations can't get together and go to Congress with their combined forces when they are actually in need of something constructive. But the very figures to whom we must look for cooperative leadership are scrapping among themselves. How can we hope to accomplish anything that way?

Our business is country wide and its annual turnover runs into untold sums, yet we don't seem to get what we want. If every person connected or concerned with the farmers elevator movement would put in \$25, then give me a board of 12 men, I could have this so called farm problem solved inside of 12 months. We don't need legislation to do it either.

As the farmers elevators are now conducted they can do little in a national way. If each would band together with its fellows and invest a little more, much could be accomplished.

M. R. BENEDICT, of the state college at Brookings, addressed the delegates on membership relations. He discussed the attitude of the patrons toward their elevator and suggested ways and means of holding and increasing membership.

Adjourned to 9:30 a. m. Wednesday.

## Wednesday Morning Session.

Pres. Berg called the 4th session to order Wednesday morning and announced a few musical numbers from the Huron College of Music.

J. F. REED, general chairman of the Northwest Shippers Regional Advisory Board, addressed the delegates concerning the work of that organization.

### Northwest Regional Advisory Board.

Back in 1923 a number of forward looking shippers got together to see what could be done about supplying sufficient equipment to move grain to market as rapidly as the farmers demanded. Harvest time every year had been associated with tie-ups of railroad equipment, car shortage and sometimes embargoes. It worked a hardship on business all around including particularly the business of marketing the farmers grain. Often the farmer was unable to sell his bumper crop because the elevators couldn't get cars.

So a meeting of shippers was called to collaborate with the railroads in estimating the needs of shippers and speed the loading and unloading of equipment that cars might be kept constantly in use.

The Northwest Shippers Regional Advisory Board came into being. During the past five years it has proven vastly beneficial. Our quarterly meetings hastened railroad service by developing a better understanding between the shippers and the carriers with the result that they cooperate for the best interests of all. You have never seen the time when railroad service was better.

The Interstate Commerce Commission is vested with the power to make or break rates as it sees fit. It has charge of the minimum as well as the maximum rates. If a railroad desires to effect tariff reductions on certain products because it can profitably carry those products on the proposed reduction it is within the power of the Commission to demand the reductions suspended and the old scale kept in effect. Considerable agitation is arising to remove this minimum rate making power from the Commission.

Our inland waterways will prove probably the most effective method of giving the farmer relief thru lower transportation costs, particularly on those products which do not necessarily have to move rapidly into the channels of commerce. For this purpose the Government has been buying barges and boats in its efforts to navigate the rivers. The Government has been going into the transportation business in an experimental way. If the experiment proves successful it will be turned over to private capital for continued operation. Meanwhile we are learning the practicability of inland waterways.

Southern states are large users of coarse grains. We are large users of binder twine and similar products that must come north. These products need not move rapidly. The barge line can save us considerable sums in the costs of transporting them.

The American price on export commodities is set abroad. Our price on wheat is that of Liverpool, less the costs of transportation and handling. Accordingly if we can bring the Atlantic ocean to the head of the lakes as far as shipping is concerned the profits to you farm-



ers will be increased the amount of the saving on freight effected by water transportation, whether your grain is consumed on the domestic market or exported.

The building of the Panama Canal aided greatly in bringing the east and the west coasts closer together. While inland railroad rates have gone up in the past few years the costs on coast to coast movement has been reduced \$2 a ton.

We are getting better railroad service now than we ever did before, but we are paying for it. If we can get cheap water transportation your profits will be increased accordingly.

J. F. NELSON, sec'y of the Minnesota Farmers Elevator Ass'n, was called upon. He extended greetings from the farmers elevators of Minnesota and said:

## Successful Elevator Management.

Over in Minnesota we are making strenuous efforts to build up our local units and develop the individual cooperative elevator. We are seeking to keep our stock in the hands of active grain producers and build up our finances so we are not doing business on a shoestring, but have around 30% of our capital stock in the bank.

Many of our elevators are advertising, telling the farmers of their localities what they are doing and encouraging patronage. This is bringing dividends in increased patronage and active stockholders.

H. G. FARMER, pres. of the Minnesota Ass'n, was called on. He told several stories and paid fitting tribute to the demise of John F. Gustafson, former pres. of his organization, who died on the occasion of their last annual convention. He also recommended development of the waterways and felt that more could be done for the farmers by government work along this line than thru any form of direct legislation on farm relief. Mr. Farmer remarked, "I used to be in the horse business. There isn't much demand for horses any more. I wonder what kind of legislation could make people buy horses when they neither want nor need them."

A. W. ERICKSON of Minneapolis, entertained the assemblage with music on the mouth-organ, two kinds of mouth organ, the natural kind and the musical instrument.

E. L. KREGER, manager of the Iowa Farmers Cooperative Brokerage Ass'n, spoke on the work of his organization.

Adjourned to 1:30 p. m.

## Wednesday Afternoon Session.

The fifth session was started with a violin number well calculated to put the managers in the proper spirit for an afternoon's discussion of major elevator problems. B. S. Ewing, manager of the Farmers Elevator Co. at Do-land, was in the chair. He said:

### Legislation.

The farmers elevators of South Dakota are important factors in the legislation of this state as regards grain. We handle great quantities and are constantly being called into conference because of it. But when the laws are made we are not given much consideration. The reason is because we do not ballyhoo ourselves like other organizations. It is up to us to advertise and take our rightful place.

We stand today in a stronger position than our banks and have a much greater investment in equipment.

A bill in the Congress at Washington says we might partake in a fund designed for handling the surplus grain for export. The joker in the bill is that we might partake only when we participate in the handling of export grain. We thought at first that the cooperative organizations were receiving recognition, but we weren't.

Our cooperative movement is growing constantly stronger in its finances and its ability to serve its patrons. We have many successful local units. But that is not enough. We must become more closely amalgamated and work more closely together.

We are beginning to hear more and more about farm relief by legislation as it nears time for Congress to meet. If we are to have equal consideration with industry and labor we must organize as they are organized. Our problems must be discussed and solved at conference tables as theirs are. The conference table is a much saner method than the arbitrary rulings of a legislative body.

**Pool Propaganda.**—The pools continually talk about Winnipeg prices as being higher than those at Minneapolis. Remember when you come across such publicity that the world market sets the price on wheat. It is hardly fair to compare Winnipeg prices with those of Min-

neapolis. Winnipeg is 4 cents nearer the export market by reason of freight rates to the head of the lakes. Further, Canadian wheat has a higher intrinsic milling value than our wheat. Winnipeg prices on futures reflect the value of Canadian No. 1, whereas 70% of the grain delivered on futures contracts is No. 3 or lower and No. 3 takes a discount of 8 cents a bushel.

Canadian No. 3 is the equal of our No. 1. Adding the discount and the freight difference to the American price will make a true comparison. You will find the comparison favors Minneapolis.

The Canadian pool is the strongest and biggest thing of its kind. Primarily it was organized to stabilize prices in Canada. But since the pool has been working Winnipeg prices have shown a range of 51½ cents between a season's high and low. Minneapolis prices have shown nowhere near that range since the depression of 1920. Does that look like the pool has stabilized prices?

With the figures made truly comparable the Canadian pool fails to appear in the role of a great success from the standpoint of benefit to the producer.

W. J. KUERT, assistant Marketing Economist, of the Bureau of Agricultural Economics, Washington, D. C., discussed problems of farmers elevators in spring wheat sections. His address is quoted elsewhere in this number.

### Protein.

A discussion of the possibility of reflecting protein premiums to the grower felt that protein tests varied and that samples sent in from farmers wagons showed higher than the carload tests as a general rule. It is difficult to reflect prices to individual farmers. The easiest and most equitable method is by obtaining averages from the first few cars or take tests from farms and base the general protein premium accordingly on the receipts that follow.

Heat damage affects the elasticity and milling value of grain, lowering its quality so that it must take heavy discounts.

E. D. KREGER, of the Iowa Farmers Cooperative Brokerage Ass'n, completed his discussion started late in the morning session, saying:

## Cooperative Buying.

In our merchandising proposition we first had a small ass'n of managers, which occasionally met for social purposes and friendly discussion of mutual problems. This later developed into the merchandising organization now operating. Opportunity was observed for making considerable saving in the purchasing of side-lines, which more and more elevators were taking on. Accordingly we changed our name and incorporated as the Iowa Farmers Cooperative Brokerage Ass'n. By combining our buying power we have succeeded materially in cutting distributing expense. Efforts are made to handle staple products only.

**Diversification** of farming in Iowa is rapidly leading to the point where the grain business of a cooperative elevator is becoming the sideline instead of the main business. Some of the elevators have already reached that point.

It is sometimes true that when a manager joins our buying organization he feels that he is losing control of his purchases. But he isn't. All our directors are managers themselves. They hold an annual meeting at which they examine the bids of various manufacturers, wholesalers and producers and select the brands they feel they should handle. By having all the managers handle the same things we are able to develop a large volume and obtain a sizeable rebate on what we buy.

Our overhead is small. I am the only employee, my office is a room in my home, my wife is my telephone girl. This permits us to turn a considerable portion of the rebate back to the elevators without their having to do anything in the way of investing. They simply give me their orders so as to create a large volume of business. Last year we returned about \$4,000. This year we will return around \$12,000.

**District meetings** of managers in Iowa have proven highly beneficial in permitting pooling of orders for carload shipment.

It was moved and carried that the Ass'n go on record as favoring the organization of a buying agency for the farmers elevators of South Dakota. It was felt that the beginning should be small and worked in the same way as that of Iowa.

### Storage.

A discussion of the 48 hour provision in the South Dakota storage law showed considerable confusion regarding the full circumstances under which grain may automatically become storage and the elevator held liable. Some dealers play safe, where they have no storage

bond, by issuing a check and holding it for the farmer. If the farmer doesn't call for it during the day some dealers deposit it to his account in the local bank. Some issue a combined storage ticket and check so the seller can take his choice.

## Cooperative Buying.

Pres. Berg offered the following motion, believing that the former motion had been left too indefinite, and placed it in writing.

**RESOLVED:** That the board of directors of the Farmers Elevator Ass'n of South Dakota be instructed to make further investigation into the matter of collective buying and distribution, and if found advantageous, then to proceed to set up such an organization as will put this matter into operation.

✓The motion was adopted.

### Card Prices.

Card price service from Minneapolis was criticized because some felt the farmers elevators had no close connection with the service and nothing to say about the prices to be set. This is a market card that is considered a price gauge enabling the individual units to set their prices for the day. The basic price on the card is set by the cash sales of the day.

Adjourned to 9:30 a. m.

## Banquet.

The entire attendance raided a splendid banquet in the K. of C. hall at 7:30 p. m. Wednesday. This was the compliment of commission men, coal companies, fire insurance companies and supply men, and was thoroughly enjoyed by all present.

E. A. Cawcutt of C. C. Wyman & Co. was the oratorical toastmaster. He called upon Pres. Berg, H. E. Covey, Sec'y Sloan, B. L. Ewing, F. S. Betz, H. J. Farmer and Mrs. Barsaloux for short, humorous talks. Each outdid the other and it is difficult to say which was best. The audience was kept in an uproar until time for the show to commence.

After the banquet the delegates repaired to the Lyric theatre to enjoy a vaudeville show and the movie, "Tell It to Sweeney" thru the courtesy of those who supplied the banquet.

## Thursday Morning Session.

Community singing led by F. S. Betz opened the sixth session.

Judge Dolan, attorney for the Railway Commission, substituted for J. J. Murphy, in discussing railway rates he said:

### Transportation.

Under the Hoch-Smith resolution the Interstate Commerce Commission is charged with the duty of investigating the entire rate structure and to fix the lowest possible rates on agricultural products, including grain and livestock.

One of the first grain rate cases to come before the Commission was known as docket 13,000. It was decided in December of 1923 and brought some relief. Minnesota had legislated low grain rates, which resulted in a sudden advance at the state line. These were leveled.

Another case developed concerning common level rates between Minnesota, South and North Dakota to Missouri river points. This is a part of the general investigation and we are hopeful of beneficial results.

Since South Dakota must depend upon other sections for its coal supply, rates on that commodity are of vast importance. We believe the present adjustment is fairly satisfactory.

## Public Warehouse Statute.

The original public warehouse law was passed in 1890 and remained unnoticed until 1923. Then it was provided that grain elevators accepting grain for storage must issue a storage receipt within 48 hours and must provide bond for the protection of the stored grain. Minimum bond runs to the state and is figured on the capacity of the house. When the house is storing grain in considerable quantity it must make out monthly reports and carry additional bonds.

**Storage:** Another feature of the law is the collection of storage charges fixed by the Railroad Commission. It was once thought that the Commission fixed only maximum rates, but the ruling is that the rates are fixed exactly.

The relation of bailor and bailee is created by the storage receipt. If demanded the elevator must return grain of like grade and quality. The law contemplates keeping the actual grain somewhere in store.

Where the elevator stores and carries bond running to the state it is presumed that the state becomes responsible for the protection of



the storers. This is intended to protect all holders of storage receipts from the elevator covered. If the coverage is not sufficient for full protection and something happens to demand payment, the protection must be prorated. The state is expected to handle any action that may arise. We have made it a policy to cooperate to the fullest extent, tho the law does not require the state to handle such cases in its own name.

A recent case developed to test the 48-hour provision, when no receipt has been issued. It was decided such grain is protected by the bond regardless of the operator's neglect in issuing the receipt.

A storage receipt constitutes a contract between parties. Except when storage charges have eaten up the value of the grain the elevator cannot terminate the contract. This applies to all grains except corn, in which case the contract automatically terminates by law on April 1st.

We are now considering the advisability of uniform accounts for grain elevators. It is possible that a com'te might be appointed to devise such a system and it is to be hoped that the elevators would find it readily acceptable.

Storage is a matter of contract and the storage receipt is the signed form. You can't force a man into contract. If you are not covered by bond you cannot be compelled to take storage. It is the duty of the operator to inform the farmers if he does not store.

J. W. Shorthill, sec'y of the Farmers Elevator National Ass'n, was called upon. He said:

### Marketing.

The greatest relief for the farmers of our great west is to be found in the development of industry in our own territory to create nearby markets. You should look to such development to bring in prosperous employes and home consumption.

At the present time the farmer is marketing his grain haphazardly. He doesn't seem to be studying the markets and using a definite policy in selling. We recently made a study of the Chicago market covering a period of 25 years. It has been prepared for an exhibit in the freight rate investigation to justify a spread between wheat and coarse grain, but gives a very valuable idea as to when to do your marketing.

Our studies show there is no one month consistently high. The normal spread between the August and May prices has to take care of insurance, shrinkage, moisture, risk, storage and other costs and it leaves little room for hopes of profit. All factors must be considered in finding the best time to sell. The farmer should adopt a definite policy and stick to it consistently if he would win out in the long run.

Most people who try to guess the market lose out because they can't quit when the going is good. They have to take heavy losses.

The fellow we need to solve the farm problem is the farmer himself. If the farmer will not get behind his local cooperative ass'n, he will not stay behind any other form of cooperative marketing with headquarters away off someplace else.

Farmers in Nebraska are going in more and more for diversified farming. The volume of grain being shipped is constantly decreasing. If the elevators are to stay in business and prosper they must meet the new conditions with modern methods and diversification of lines handled.

Our elevators are commencing to handle tons and tons of feed and other sidelines. They are installing custom grinding mills, they are seeking to give their patrons the service demanded.

We criticize the farmer for not persistently supporting his local cooperative institution. Such lack of loyalty is not confined to the elevators. All movements have the same difficulty. Managers and interested parties must keep constantly working for membership and progressive success.

Someone has said the success of the farmers elevator depends upon the loyalty of its members. It is truer to say that the loyalty of the members depends upon the success of the institution.

One of the biggest bills we pay in this country is the advertising bill. It is spent to get customers and hold them. We must use the same means to obtain and hold members and patronage.

Adjourned to 1:30 p. m.

### Thursday Afternoon Session.

The seventh session was called to order by Pres. Berg. He called for the report of the Resolutions Com'te.

### Resolutions.

The following resolutions were read and adopted:

#### WATERWAYS.

RESOLVED: That we are intensely interested in the inland waterways system of transportation, including that of the St. Lawrence and the Mississippi rivers, and such tributaries of the latter as are included in the Waterway Plan as contemplated by Sec'y Herbert Hoover, and

that we ask our Senators and Representatives in Congress to do all in their power to speed up the early completion of the same in the interest of agriculture.

#### CONSOLIDATION.

RESOLVED: That we recommend and urge the consolidation of small companies in contiguous territory that their volume of business may be increased and the expense of operation decreased to the advantage of themselves and the farmers elevator movement.

#### FRIENDLY INTERCOURSE.

RESOLVED: That we favor the culture of a better understanding between business men and the farmers of the community and that the local farmers elevators court overtures of friendly intercourse thru community clubs and social gatherings of business men and farmers.

#### METRIC SYSTEM.

RESOLVED: That we are not in favor of the passage of a law making the Metric System of weights and measures the standard of the country, because of the fact that it would entail endless confusion and the use of unwieldy and well nigh impossible, infinitesimal fractions in interpreting present unchangeable conditions.

#### MEMBERSHIP.

RESOLVED: That this convention reaffirms its loyalty and devotion to the principals of the Elevator Ass'n in practicing the Golden Rule and cooperation as a sure solution of the farmers most serious problem; and

WHEREAS, 286 farmers elevator ass'ns are within our state and only 147 belong to the state ass'n, we most earnestly urge and invite every farmers elevator of the state to join the state ass'n.

#### SHIP TO TERMINAL MARKETS.

RESOLVED: That in view of the fact that there has been an alarming increase in the volume of hogs consigned or sold direct to packers, and in view of the fact that there is destructive criticism of our terminal markets for grain and live stock, much of which is entirely unwarranted, we recommend that the producers of live stock give very careful study to the policy of selling or consigning direct to packers and the possibility that exists in these direct sales and consignments for depressing prices on the central markets, and that careful consideration be given to the services rendered at terminal markets for marketing grain and live stock and to the value of these market places as facilities for determining proper prices for grain and live stock under competitive conditions.

#### ASK THAT I. C. C. BE DEPRIVED OF MINIMUM RATE MAKING POWER.

WHEREAS, Congress in 1920, in the "Transportation Act" for the first time in our history clothed the Interstate Commerce Commission with the "minimum rate making power," as incidental, apparently, to the power given to the Commission by Section 15a of the same Act, popularly known as the "Guarantee Section," designed to provide for, and secure to, the railroads a return on their investments; and

WHEREAS, the exercise of this minimum rate making power rests entirely in the discretion of the Commission and has been frequently exercised to deprive the public of the benefit of voluntary reductions in freight rates proposed by prosperous railroads; and

WHEREAS, this power may be used to make or break business in certain sections, or in any section, of the country, as the Commission may see fit; and

WHEREAS, no such arbitrary power ought to be lodged in any Commission or Governmental agency, because it is contrary to the best American traditions and sets up a theory hostile to that under which this country has been developed, and is also dangerous *per se*; and

WHEREAS, it is believed that the railroads do not, in fact, need such fostering favoritism on the part of the Government, but may be relied upon to care for their own interests in the making of freight rates, particularly in view of the lack of such protection to the shippers served by the railroads, including the farmer; therefore be it

RESOLVED: That it is the sense of this convention that Congress should at once repeal so much of the Transportation Act, or any other Act, as confers upon the Interstate Commerce Commission, the power or authority to suspend, temporarily or permanently, any tariff reducing freight rates of any kind proposed and filed by any railroad or railroads.

#### FEDERAL INSPECTION.

RESOLVED: That we favor the establishment of Federal inspection of grain as a stabilizing factor in grain grading as against the method of Federal supervision only as practiced at the present time.

#### SHORTHILL RECOMMENDED TO I. C. C.

WHEREAS, Mr. J. W. Shorthill who has so efficiently served the grain interests in the past and in appreciation of this great work, be it

RESOLVED: That we do most earnestly recommend his appointment on the Interstate Commerce Commission, in which a vacancy is soon to occur.

The financial report of Sec'y-Treas. Sloan was read and approved. It showed the organization in good financial condition.

### Election of Officers.

A. L. Berg of Baltic was re-elected pres. for the ensuing year. Casper Thorsen of Willow Lake and F. J. Cross of Randolph were made new directors for districts 4 and 5, respectively.

Adjourned *sine die*.

SOUVENIRS: Pencils were distributed by the Strong-Scott Mfg. Co., Updike Grain Corp., and Twin City Separator Co. Representatives of the McCaul-Dinsmore Co., distributed small screw-drivers. Note books were the gift of Redick Grain Co. Representatives of the Hallet & Carey Co. slipped strong spring paper clips to every one's coat lapel. Mimeographed market sheets were distributed by T. J. Morgans of the Updike Grain Corp. at the close of each market. "Noisy Snapper Jacks" were given to all by C. G. Kiffe of the T. E. Ibberson Co.

### Exhibits.

A new direct head-drive, operated by a belt or chain from an inclosed, self-ventilating motor, fitted with an efficient automatic back-stop, was exhibited by Strong-Scott Mfg. Co. It was in charge of C. H. Townsend.

A Fairbanks-Morse ball-bearing, fully-inclosed, pipe-less; electric motor was exhibited by H. E. Brown, representing that company.

A country elevator size Emerson Cylinder Separator and an Emerson Kicker were exhibited by Twin City Separator Co. The exhibit was in charge of John Groseth, Edward Schatz, W. E. Hewitt and Victor Olson. The company had one of its 4-unit grain cleaners installed in the local elevator of the Farmers Cooperative Ass'n for demonstration purposes and many managers took advantage of this opportunity to see it work.

A display of lightning rods, mostly of copper, was in charge of J. J. Martin, representing Dodd & Struthers.

A. W. Erickson of the Carter-Mayhew Mfg. Co. had charge of a display showing how the Carter-Mayhew grain cleaner operates.

R. M. Lang exhibited a flax dockage tester.

R. C. Teague had an exhibit of steel posts.

Hallet & Carey Co. representatives had a small moving picture projector in their room and exhibited the story of wheat from the time of planting until it is ground into flour, on a small screen arranged for that purpose. The scenario was original with men of the company, who took it with a small cine-kodak.

### Convention Notes.

E. A. Betts of Betts Grain Co. attended from Mitchell.

R. R. Grant represented the feed department of Swift & Co.

Geo. P. Sexauer was included among the seedsmen present.

Omaha was represented by T. J. Morgans of Updike Grain Corp. and Frank Mead of Redick Grain Co.

Chicago was represented by Walter J. Green of John E. Brennan & Co.; C. A. May of J. H. Dole & Co.; L. A. Douglass, of E. W. Bailey & Co.

Among the construction and supply men present were Geo. E. Hull of Hickok Construction Co., C. G. Kiffe of T. E. Ibberson Co., and F. E. Barsaloux.

Insurance Companies were represented by E. C. Paulson of the Grain Dealers National Mutual Fire Insurance Co., and E. E. Evenson and E. H. Moreland of the Tri-State Mutual Grain Dealers Fire Insurance Co.

Among the Minneapolis grain men present were J. L. Killion and A. Owen of Van Dusen-Harrington Co.; R. L. Remund, M. E. Remund, M. E. Coffey and C. J. Johnson of Hallett & Carey Co.; J. G. Haugen, H. S. Roberts, H. H. Winthorn, Vern McCarthy, A. D. Neer, Leo Barrett, M. R. Nelson, L. H. Smith, F. C. Tousley, Bert Hite, W. A. Dinham, J. O. Hagebak, H. F. Peters, F. S. Kingsbury, L. S. Hatch, R. Tenneyson, C. W. Hughes, E. J. Barry, Theo. Blake, Charles E. Titterud, J. J. Brucher, N. Smokstad.



Russell Mollohan represented the Terminal Grain Corporation of Sioux City.

Among the managers present were: S. S. Anderson, Butler; Olaf Anderson, Frederick; C. G. Anderson, Aberdeen; Frank Braudner, Herrick; J. H. Brayton, Alexandria; J. H. Bundy, Mitchell; Walter Brewster, Woonsocket; W. C. Berry, Bristol; G. F. Bohn, Frankford; E. Bernet, Columbia; A. J. Campbell, Selby; C. F. Callen, Wayland; H. S. Cragg, Vienna; Geo. O. Cotton, Volga; F. W. Callahan, Westport; E. D. Curley, Manchester; J. R. Crowley, Ellendale; L. Detterman, Kadara; B. L. Ewing, Doland; H. O. Ewing, Turson; Max Eckman, Cavour; J. D. Ecklein, Arlington; H. Eassbury, Lakenorden;

Sid Fritts, St. Lawrence; J. S. Foster, Oneida; L. J. Fosse, Meckling; John Grosz, Armour; W. S. Giles, Erwin; S. H. Gere, Forestburg; O. G. Haugen, Crocker; H. H. Hague, Demock; H. Holverson, Kidder; G. D. Hurd, Athol; B. M. Halladay, Letcher; C. Howard Hastings, McLaughlin; Richard Isaak, Parkston.

O. H. Johnson, Langford; R. H. Jones, Esteline; H. G. Kerrens, Waverley; E. B. Kast, Virgil; E. J. Kennan, Clark; W. A. Keuhl, Yall; Wm. Kunz, Jara; Leo Kraft, Ipswich; M. F. Luick, Broadland; H. S. Larsen, Warner; Geo. E. Lee, Naples; G. W. Loates, Dempster; E. E. Lewis, Florence; Henry Lueth, Canova; G. A. Lundberg, Unityville; W. S. Leeper, Blunt; Geo. Lee, Willow Lake;

F. S. Menzel, Oldham; E. H. McVey, Lemon; Geo. H. Mahl, Hartford; J. E. Millard, Castlewood; L. A. Monell, Stickney; R. S. Meade, Ree Heights; T. J. Malony, Aurora; G. H. Mills, Peever; H. F. Olson, Artesian; E. J. Oyan, Baltic; H. H. Pierson, Blunt; Harry Peterson, Humboldt; Bert S. Pierson, Frederick;

J. A. Riordan, Kennebec; C. A. Ripley, Thomas; R. M. Rasmussen, Wallace; Edward Rogholt, Lake Preston; A. C. Ruddy, Wessington;

John S. Swanson, Watonga; W. R. Smith, Mt. Vernon; W. O. Schwaln, Midland; Fred Sixta, Gregory; Geo. G. Schilling, Akaska; Rob't L. Scandrett, Mansfield; E. H. Sauder, Bryant; Ed. Season, Onanka; H. W. Speight, Redfield; H. A. Stanglande, Rutland;

A. Thorson, Redfield; Floyd S. Tanner, Marinda; H. V. Thompson, Melham; J. L. Towbern, Sinai; W. W. Taylor, Vienna; F. H. Van Kirk, Craven; K. Wise, Agar; A. C. Wettstad, Colton; Frank Woodring, Winner; E. C. Winchell, Carthage; J. E. Nehl, Keldron.

An apparatus for the rapid vaporization of carbon disulphide is the title of a Dept. of Agriculture bulletin (7-C), written by C. A. Weigel, entomologist, division of tropical and subtropical plant insects, Bureau of Entomology, etc. This is a semi-technical report on an apparatus which may be used by investigators and commercial agencies interested in fumigation problems.

The Roumanian government is understood to be contemplating the establishment of a government grain office for the purpose of regulating an export campaign, in favor of the farmers and to the detriment of free functioning of the grain trade. The extension of credit falls within the scheme of this government plan, which will only be a duplication of the service now afforded thru grain and banking connections.

## Annual Report of Sec'y of Agriculture.

W. M. Jardine, sec'y of the U. S. Dept. of Agriculture, in his annual report to the President, issued Dec. 3, said, in part:

**Postwar Cooperative Experience**—In 1920 and 1921 a number of large-scale cooperative ass'ns were formed almost overnight. Their members, for the most part, had no experience in co-operation; problems of marketing were strange to their directors; and their managers, even the experienced business men, were not familiar with the peculiar difficulties and responsibilities involved in the management of a cooperative organization.

Many of these ass'ns began to operate with no clear idea of the problems they would encounter. Merchandising and financing policies were only vaguely defined. Many members believed that products could be sold on the basis of monopoly control of the supply rather than by service to customers. There was in many instances an implicit faith that forms and legal remedies would prove substitutes for membership loyalty and business efficiency. That the large majority of these ass'ns have continued to operate is a tribute to the loyalty of their members and the intelligence and adaptability of their management.

The large-scale ass'ns of the present day are in nearly every case pursuing the policy of (1) offering marketing service adapted to the needs of their members, (2) standardizing and improving the quality of the products they handle, and (3) developing efficient merchandising, based on service to their customers and knowledge of the forces of supply and demand. An illustration or so will serve to show the advances that have been made.

The cotton ass'ns, for example, have adjusted their contracts so as to allow their members to choose the type of service best suited to their conditions. If a member is unable to sell his cotton in the seasonal pool established by each association, he may select the day or month that his cotton will be sold, and will receive the average price of that day or month for the actual grade of cotton which he delivers.

The cotton ass'ns, likewise, are taking the first steps in the development of cooperative gins, that is, their plan includes furnishing their members ginning, as well as marketing, service. They are developing also the sale of their cotton direct to mills, so that eventually the ass'ns will perform or control all marketing functions necessary to carry cotton from the farm to the spinner.

The extent to which an ass'n shall extend its functions depends, of course, on whether it can perform these services more efficiently than private middlemen. There are many middlemen agencies giving services which, in their field, would not be improved if they were assumed by a cooperative organization. Private middlemen will continue to perform these functions just as long as the organized producers are convinced that their cooperative associations can not perform them more efficiently. The existence of cooperative organizations stimulates more efficient service from all middlemen agencies.

In their merchandising policies, cooperative ass'ns have made striking advances. The theory that monopolistic control of the supply of an agricultural product is feasible, or that such control, if obtained, solves the marketing problem, is no longer held by informed cooperative leaders and is dying out among the rank and file of the membership. In quite another sense, however, the ass'ns have discovered that they are able to exert a measure of control over the prices at which their products are sold, and that their operations must be reckoned among the price-making factors. The large-scale cooperative assumes this position because, first,

a strong selling agency with a knowledge of values is substituted for disorganized, uninforming selling of producers or small organizations. It obtains better distribution of the product; it stimulates demand by improving the quality of the product, by advertising, and by educational work with the trade; and finally, because it is a dominant factor in the industry, it is able to eliminate wastes and needless agencies at country points and in the terminal markets.

**Minimizing Effects of Surpluses**—Variations in production from year to year are due to changes in acreage and to variations in yield. Since the latter come mainly from seasonal conditions, they are largely beyond the farmers' control. From 1905 to 1925 variations in yield per acre accounted for 60 per cent of the fluctuations in cotton production, with the remaining 40 per cent due to variations in acreage. Variations in production due to yield per acre of certain other crops were: Corn, 85 per cent; oats, 63 per cent, and tame hay, 47 per cent. It is obvious from these figures that fluctuations in production, with resulting variations in prices, are a hazard of farming which is to a large degree unavoidable. In view of the connection between this condition and our economic life as a whole, I believe the government should take cognizance of it and help to minimize the effects of surpluses and shortages. I believe that the public's responsibility in the matter could well be met by concrete assistance to properly organized farmers' business institutions.

**The Grain Futures Administration**—In connection with the enforcement of the grain futures act and the supervision of transactions in futures on the 12 exchanges designated as contract markets, daily reports were received from all clearing members showing the volume of trading for customers, together with the changes in open commitments from day to day. During the fiscal year the total volume of trading in grain future delivery on all contract markets aggregated 19,964,384,000 bus., against 24,604,867,000 bus. during the previous year. Of the total trading in all grains, 12,584,391,000 bus., or 63 per cent, represented trading in wheat futures in comparison with 18,344,539,000 bus., or 74½ per cent, for the year preceding.

The transactions in wheat futures on the Chicago Board of Trade aggregated 10,619,503,000 bushels, or a little more than 84 per cent, of the total trading in wheat on all markets, against 15,869,020,000 bushels, or 86½ per cent, the previous year. The total volume of trading in wheat was considerably smaller during the past year, and the daily price fluctuations were less pronounced.

During the first half of the crop year, when the greater portion of the wheat was being marketed, the average daily price range of the dominant futures at Chicago was only 1½ cents, as compared with an average daily range of 3½ cents for the corresponding period as applied to the 1925 crop.

Early in the year the New York Produce Exchange was designated as a contract market under authority contained in the grain futures act. The trading in wheat futures on the New York Produce Exchange was started on August 2, 1926, and was applied to both domestic and bonded wheat. It is the only market east of Chicago trading in grain futures, and while the volume of trading has not been large, it gives promise of becoming a factor of no little importance thru the affording of suitable hedging facilities in connection with the heavy export movement of grain thru the port of New York. [The sec'y's forecast on the development of future trading at New York seems to have been not well founded. Whether due to excessive regulation, as stated by the Businessmen's Com'lite on Farm Relief, or otherwise, trading fell off 20% in all markets.—Ed.]

## L. W. Ely & Son's Elevator at Bostwick, Neb.

When the farmers elevator at Bostwick, Neb., burned several months ago, the stockholders voted to discontinue the project and sold their railroad lease on the C. B. & Q. to L. W. Ely & Son of Guide Rock, dealers in grain, mill feeds and livestock. The latter contracted for construction of a modern elevator properly fitted for convenient service to its patrons. Construction was begun in July and completed in August. The first load of new wheat was weighed in over the 10-ton truck scales on Aug. 24, by E. L. Hoffman, agent for the firm.

The new house is studded, iron-clad and protected from lightning by three points on the cupola grounded thru copper cable. It has capacity for 15,000 bus. in 14 bins and two dumps. Three bins over the drive-way are fitted with spouting and shut-offs for running



L. W. Ely & Son's Elevator at Bostwick, Nebr.

bulk commodities direct into the patron's wagon or truck, or for sacking. The grinder, cleaner and leg are all run from a line-shaft operated by a 10 h.p. Fairbanks-Morse kerosene engine located in a protected lean-to the east side of the elevator.

A rope-drive from the line-shaft to a jack-shaft in the cupola connected with the head pulley operates the leg. The latter is fitted with Salem buckets and has elevating capacity for 1,500 bus. per hour.

Outbound grain is weighed thru a 500-bu. hopper scale, which the firm had on hand and made use of in this elevator. A Union Iron Works manlift is counterbalanced with a chemical fire extinguisher kept there for ease in reaching possible outbreaks in any part of the house.

A window and chute is arranged in the foundation wall on the track side for convenience in unloading cars of grain shipped in for the retail trade. An air-lift facilitates dumping of local grain.



### Farm Middlemen Uniting.

Representatives of the Agricultural Trades and the Food Industries held a meeting at Chicago Nov. 30 to organize in opposition to legislation that favors one class of citizens at the expense of another thru the medium of government aid and subsidy.

Altho more than one million men are engaged in these industries they have hitherto permitted propaganda put out by the Department of Agriculture to go unanswered, largely because those engaged in one industry or branch of the agricultural trades paid no attention to the attacks made by the bureaucrats on some other business in which they were not directly interested.

The situation has changed in that the middlemen now understand as never before that the whole competitive system under which the great prosperity of the United States has been built up is menaced by socialistic, communistic and bureaucratic propaganda that has been accepted by the unthinking masses as gospel truth merely because uncontradicted. The new organization will conduct a campaign of education to the end that the American people will understand the continuance of our present prosperity rests on a preservation of individual enterprise and opportunity rather than a reliance on government ownership of industry, or the control of marketing by pools or other agencies not driven by the necessity of earning a profit to reduce the handling margins to the lowest limits.

The 300 delegates attending the conference came from all parts of the United States and represented 90 per cent of the agricultural trades of America.

W. F. JENSEN, of Chicago, acted as chairman, and T. A. Borman, as sec'y of the conference, and many speeches were delivered by the delegates which brot out the present situation confronting the agricultural trades in an intelligent and constructive manner.

W. F. Jensen, chairman, in his opening address spoke as follows:

### American Traditions in the Agricultural Trades and Food Industries.

We are meeting here today in conference as the representatives of the Agricultural Trades and Food Industries of America. These industries and trades which we represent constitute the largest and most important branch of the commercial life of our nation.

We have with us here today manufacturers, processors, packers, canners, ginners, wholesalers, commission men, brokers, or their representatives, of or in the following agricultural products: Grain, butter, potatoes, flour, cheese, fruit, live stock, ice cream, vegetables, tobacco, cotton, milk, eggs, sugar, wool and poultry.

The invitation sent out for this conference was nationwide, and the response, as represented here today, is also nationwide. Those of us who have taken the lead in bringing together this body of representative men (many of whom have come long distances) feel extremely gratified, and desire to express our appreciation to you.

The purpose of this conference, as stated in the call, is not to make a fight on agricultural cooperation. We are not opposed to agricultural cooperation kept within legal and constitutional limits, and which is a genuine attempt made by farmers to better themselves.

We believe, however, that this issue and all cooperative farmer development, should stand on its own feet, in order to be and constitute a sound and meritorious effort in our economic life.

We are opposed to the cooperative issue and this new development if it requires artificial stimulation or government subsidies, which must be carried in part or as a whole by the taxpayers in other lines, or by competitive business. We believe such a program is entirely foreign to our American traditions and unworthy of adoption.

Agricultural cooperation, expressed in a genuine attempt of producers to assemble and market their own products, or to improve their condition is the right and privilege which they possess as citizens of our great Republic and under our Constitution. If they succeed, and, by reason of their success, eliminate and perhaps destroy some established enterprise, there is nothing to be said by our side.

However, this expression for a change, or the farmer's desire in any community, resulting in actually substituting cooperative marketing for individual enterprise, should not be the result of propaganda and the strenuous urge going out from our Department of Agriculture in such a

continuous stream, or by reason of work done by the multitude of public servants employed for that purpose. And those laws which show class favoritism should be repealed or declared unconstitutional.

It is not right that our Federal and state governments, aided by legislation as they have been, should render special service in order to build competitive business, partially, if not wholly tax-exempt, or to aid and develop any form of business which has the effect of depriving anyone of his property and other constitutional rights.

It is unfortunate that any part of business should become involved in politics, but that is the situation confronting us now. We cannot underestimate the formidable forces back of the cooperative marketing of agricultural products, which forces have become a menace to invested capital and the established way of handling farm products.

The present issue, which is backed so strongly by our government, is decidedly different from the cooperative development we have had with us for many years. The issue now is that of cooperative marketing—not in a small way—but on a national scale, and in the big terminal markets, for the purpose of establishing producer-control of value, it may be said, without regard to the principle of supply and demand. It would seem that, under the guise of farm relief, this plan, which has strong support, might lead to the use of public funds, and that the outcome is questionable and might lead to great disaster.

The cooperative marketing development cannot be said to be a genuine producer demand. Only here and there is that true. It is a political question, sponsored by politicians and professional organizers, both influencing the administration, as an offset to the unrest among our farmers and producers, due to their inability to meet the world's competition in the marketing of surplus products.

Following the pioneer and the settler, and governed by the same impulses, came men experienced in their lines of business, to establish markets, warehouses and factories—men with vision and the trading instinct. As the fields and the desert were brought into submision, and yielded their harvest from year to year in ever-increasing quantity, the trader and the manufacturer also grew, and have always stood prepared, with foresight and intelligence, to move the farmer's crops—to pay him cash, and to market those crops in all the multitude of channels and ways, both at home and abroad. That, in itself, is a marvel of accomplishment.

We find that Hamilton, one hundred and thirty years ago, saw and visioned this vast development of our country. He realized that, only by giving security to investment, and the freest opportunity for individual enterprise, could this be done and a market found at home and abroad for our surplus agricultural products.

The result of the farmer's entrance into business in Denmark was, of course, the almost complete elimination of commercial life as carried on by individuals, especially in the smaller towns and villages thruout Denmark.

**Denmark Not Prospering.**—The farmers in Denmark, with political control, assumed a rather independent attitude toward the people living in the larger cities. They found markets for their products in foreign countries, and apparently did not encourage the commercial and industrial life of their country. The workers in the Danish towns became largely Socialists, and, between Socialism and Cooperation, Denmark has not prospered. There is no real incentive in Denmark for the individual to start enterprises in order to give employment. The taxes are very high, that is, for those who pay taxes.

It is not possible for a Danish farmer to succeed if he is in debt, and there are a great many unemployed, who are kept on the dole system. The young people of Denmark are leaving and would like to come to America, but the immigration quota is filled, and there is a waiting list for five years in the future. The effects of cooperation and Socialism have been such as to create a narrow outlook, with corresponding neglect of commercial and industrial opportunity. In comparison with our country, there is that distinct difference which, in America, has found its expression in the work of the individual, and the opportunity given him to prosper and contribute toward the building of our payrolls.

In Great Britain men who excel in literature, in the arts, in politics or in industry and the creation of payrolls are knighted and thus singled out for special honor. I hope that this wider view will always prevail in America, and that a temporary depression in any one industry will not furnish an excuse for tearing down some other industry. We are all dependent upon each other, and to grow and build is one of our best American traditions.

I do not believe the farmers in America are so badly off as they are pictured. We have, of course, the one-crop farmers, we have always had the one-crop farmer, and he has never prospered and never will. He works perhaps three months of the year and is depending too

much on his one crop and the possibilities of wind and weather affecting its size and value.

**The Middleman.**—The man engaged in the agricultural trades is the salesman for the American farmer. In this capacity of salesman he stands between the producer and the consumer, and therefore he is called the "middleman." This position of "middleman" is charged with responsibilities, and is a position requiring intelligence, earnest effort and ability to meet changing conditions. I believe that in all the past this has proven to be an accomplished fact. I believe we can meet the new conditions and help the farmer in an organized way to solve his problems and thus maintain our traditions and counteract those measures of radical change which find their advocates in our public life.

In his veto message to Congress Feb. 25, 1927, President Coolidge writes, "We must be careful in trying to help the farmer not to jeopardize the whole agricultural industry by subjecting it to the tyranny of bureaucratic regulation and control, and, further along, he writes, "But aside from all this, no man can forsee what the effect on our economic life will be of disrupting the long-established and delicately adjusted channels of commerce."

These words, from President Coolidge's message vetoing the McNary-Haugen bill, show an appreciation of our American institutions and traditions of the past. We believe our President is a builder, and that he does not believe in tearing down any useful enterprise.

In conclusion, let me say that I believe we must prepare ourselves to encounter these new ideas and suggested changes in our business life. We will have to meet the ideas and suggestions of people who are sincere, and also of those among whom the agricultural trades and food industries have become a mere political football. We must do this, not merely for selfish reasons, in order to protect the billions of dollars of invested capital and upwards of a million workers which we represent, but for patriotic reasons, in order to avoid a great national disaster.

This conference will not have accomplished its purpose unless we take steps to perfect a permanent organization which can represent all of us on these vital questions and in that important work which is common to all of us, and in which we can all unite.

As good citizens we should be represented in an organized effort to combat radical measures and bureaucratic government control, which so easily come to the point of interfering with the liberties handed down to us by the Fathers.

We must have a helpful and tolerant spirit, and a true appreciation of the needs of others, and thus, in the useful and honorable position of "middlemen" can we continue to build and contribute our part, equalling or surpassing that of the great past.

The following resolutions were adopted without a dissenting vote:

### Resolutions Adopted.

Believing that the welfare of America is inseparable from the welfare of its agriculture; that the unsettled agricultural condition is at the present time creating a disturbance in general business and is tending to create bureaucratic control, un-American in principle, in place of individual initiative and activity, and being desirous of equalizing the benefits that should accrue to all lines of legitimate business, and,

**WHEREAS,** The Agricultural Trades of America represent several billion dollars of invested capital, and the activities of more than a million American citizens, who have made their investments and contributed their share toward the social, agricultural, industrial and commercial life of America, based upon the traditions of the past and on the rights of individuals as set forth in the Constitution of the United States and in harmony with the inventions and methods of modern times, and,

### Oppose Immunity from Tax.

**WHEREAS,** While we recognize the right which producers have, to associate themselves together for the purpose of marketing the products of their own labor, we are opposed, as class legislation, to the Capper-Volstead act, which has permitted producer ass'ns to deal in non-member production, thereby becoming traders and having immunity from our trust and tax laws, and,

### Against Bureaucratic Propaganda.

**WHEREAS,** We are opposed to the work being done by the Department of Agriculture through the Bureau of Cooperative Marketing, the Bureau of Agricultural Economics, the many county agents thruout the United States, and other Federal and State agencies, so far as it threatens to destroy existing marketing agencies and established enterprise of the Agricultural Trades.

### Against Class Legislation.

**RESOLVED,** That we suggest a closer working arrangement between the Agricultural Producers and the Agricultural Trades, in order that questions of national importance may thus

[Continued on page 677.]



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Los Angeles, Cal.—The Los Angeles Grain Brokerage Co. was opened recently. C. E. Wilson, who has long been connected with the mlg. industry, is mgr., and R. E. Robey, who has been in the grain business here and in the Southwest for 28 years, is sales mgr.

## CANADA

Elmwood, Ont.—Cornelius E. Eby, aged 87, who was formerly in the grain and mlg. business here, died Nov. 18. He leaves five sons and three daughters.

Port Arthur, Ont.—It is reported that the Saskatchewan Wheat Pool, known officially as the Saskatchewan Co-op. Marketings Ltd., will build a 10,000,000-bu. elvtr. at Port Arthur.

Vancouver, B. C.—Bids will be called about Dec. 15 for construction of the superstructure of the Alberta Wheat Pool's 2,500,000 bu. terminal elvtr. on Burrard Inlet. Work on the substructure is nearing completion.

Alexander, Man.—The elvtr. of N. M. Patterson & Co., Ltd., burned Nov. 20. It contained 7,000 bus. of grain and a car of wheat on the tracks was also destroyed. An adjacent coal shed and four cars of coal also burned.

Montreal, Que.—W. A. Black was elected pres. of the Ogilvie Flour Mills Co., Ltd., at a recent meeting of the board of directors. He succeeds the late Chas. R. Hosmer. Mr. Black has been with the Ogilvie company since 1884 and vice-pres. since 1912. In addition to its mlg. business, the company has a line of elvtrs.

Port Arthur, Ont.—The Reliance Terminal Elvtr. Co., Ltd., has let a contract to the Barnett-McQueen Construction Co. for the erection of a storage addition of 2,000,000 bus. to its plant. The present storage capacity of the plant is 1,400,000 bus. The new structure will be of concrete, fireproof, and have 95 bins and a marine leg. Excavation and pile driving will be done this winter and the concrete work in the spring.

Sarnia, Ont.—A by-law authorizing execution of agreement of sale between the Sarnia Elvtr. Co. and the City of Sarnia for the new grain elvtr. has been passed. Under the agreement the elvtr. company makes a down payment of \$110,000, the balance to be paid in annual installments. The city raised \$400,000 for erection and equipment of the elvtr., and the elvtr. company agreed to buy it. The official opening of the elvtr. took place Nov. 22.

Vancouver, B. C.—The local grain trade wants a change in the manner of handling shipments of wheat from this port. It desires ships to load from cars in railway yards and not to wait until the actual wheat consigned to shippers arrives. This would simply mean an exchange of grain papers among shippers. This action is necessary on account of the heavy rush of wheat being moved from the prairies to the Pacific coast and the large number of boats due to arrive in Vancouver for cargoes within the next few weeks.

## FT. WILLIAM LETTER.

The Northwestern Elvtr. Co. is erecting a building which will house a 1,000-bu. Randolph Drier.

The National Elvtr. Co. had a dust fire at its plant early the morning of Dec. 2. Little damage was done, but firemen stayed on the job 12 hours to guard against the fire breaking out anew.

Possibility of the erection in 1928 of a four million bus. elvtr. on the Mission River adjacent to the G.T.P. Elvtr. is being discussed. According to reports the new elvtr. will be built by Minneapolis and Winnipeg interests and the names of A. L. Searle, and N. L. Leach, are connected with the enterprise. It is said the Fegles Construction Co. will have the contract and that work will start in the spring.

William Jack, aged 21, in the employ of the Fegles Construction Co., was critically injured when he fell 70 ft. from the top of a tank of the Canadian Pacific Elvtr. Co., which is being dismantled. He died a few days later.

## COLORADO

Glenwood Springs, Colo.—The Farmers Mlg. & Power Co. has completed a new warehouse and storage addition.

Walsh, Colo.—The 8,000 bu. elvtr., which C. C. Isely and myself are building, will be equipped with a Kewanee Dump, Richardson Automatic Scale, Fairbanks 10 ton Truck Scale, and motor for power plant. We have everything built so that this house will hold 16,000 bus. when fully completed, but at the present time 8,000 will take care of the business. This firm is the Walsh Grain Co., owned by C. C. Isely and myself.—F. B. Moomaw.

## IDAHO

Rupert, Ida.—The Farmers Mill & Elvtr. Co. has remodeled its plant to handle field seeds and beans.

Ucon, Ida.—The Gem State Roller Mill & Elvtr. Co. will rebuild its plant which burned several months ago. It is expected the work will be completed shortly after January 1.

Holbrook, Ida.—We have taken over the elvtrs. and mills at both Holbrook and Malad City. The capacity of the former elvtr. is 38,000 bus., and the latter 60,000 bus. Jedd Jones, Jr., is mgr. of both plants.—Jones Bros. Elvtrs. & Mlg. Co.

## ILLINOIS

Middletown, Ill.—The Fernades Grain Co. is building a feed mill.

Elgin, Ill.—The Elgin Flour & Seed Co. has installed a Randolph Drier.

El Paso, Ill.—The El Paso Mlg. Co. is installing a Munson Ear Corn Crusher.

Bowen, Ill.—The Bowen Feed & Mlg. Co. recently installed 10-ton truck scales.

Lee, Ill.—The Johnson Elvtr. is installing a feed grinder and building a new office.

Sidell, Ill.—Fred Current, formerly of Hindsboro, is now mgr. of the Sidell Grain Co.

Champaign, Ill.—We did not sell our local elvtr., just the one at Rising.—B. C. Beach & Co.

Arcola, Ill.—Wm. H. Smith has bot the Harris Elvtr. on the Vandalia Line from the Arcola State Bank.

Granville, Ill.—The Farmers Grain Co. is installing a 10-ton scale, the work being done by the Superior Scale Co.

Shannon, Ill.—Thieves recently entered the office of the Shannon Grain Co. and took a check for \$290 from the safe.

Campbell Hill, Ill.—The mill smoke stack of the Mohlenbrock Mlg. Co. was badly damaged by a windstorm on Nov. 28.

Delavan, Ill.—The Wayne-Culbertson Grain Co. has a new scale at its main office, which was installed by the Superior Scale Co.

Mascoutah, Ill.—The Postel Mlg. Co. will replace its present mill with a new one. Plans are now being prepared for the new building.

Springfield, Ill.—John Wm. Brinkerhoff recently bot the property of the bankrupt Peerless Mill & Elvtr. Co. at auction, paying \$20,000.

Mt. Auburn, Ill.—A. Lynn Hight, who has been living in Decatur the past two years, has succeeded Elza M. Maxwell as mgr. of the elvtr. of Hight & Cline. Mr. Hight held the same position for several years before going to Decatur.

Delavan, Ill.—The Farmers Elvtr. Co. has repainted its local office. Its house at Brownwood has been re-shingled and a new coal shed built.

Moweaqua, Ill.—A. V. Leach, who has been identified with the Evans Elvtr. Co., has accepted the position of mgr. of the Moweaqua Grain Co.

Millington, Ill.—A special meeting of the stockholders of the Millington Grain Co. has been called for the purpose of deciding about the dissolution of the mlg. plant of the company.

Farmingdale, Ill.—The Farmers Co-op. Co. is no longer in existence and the plant has been taken over by the Farmingdale Grain Co.—Harold E. Knudson, Farmingdale Grain Co.

Bronson (Fithian p. o.), Ill.—I have bot the local elvtr. from H. S. Johnson. I have no agt. here, and am not planning to have one, only at times when busy.—Russell B. Rodgers, Rodgers Grain Co.

Wilsman (Leonore p. o.), Ill.—The Farmers Union has bot the plant of the Farmers Elvtr. Co. and also that of the Farmers Elvtr. Co. at Milla (Leonore p. o.). The Union now owns six elvtrs. in the state.

Arlington Heights, Ill.—Jos. Lindner, prop. of the Arlington Roller Mills, will build an elvtr. on the site formerly occupied by an ice house on the Northwestern right-of-way. The house will have a 5,000-bu. capacity.

Freeburg, Ill.—Frank X. Heilingenstein, pres. of the Freeburg Mlg. Co. which plant includes an elvtr., died Nov. 30 of paralysis. The deceased was 68 years old and is survived by his widow, two daughters and three sons.—P.

Glomer (Mayview p. o.), Ill.—The Glomer Elvtr. is situated at the junction of the C. & E. L., Big Four and Illinois Traction railroads and was built by the Illinois Traction System a few years ago for a transfer elvtr. Mr. Phillips and myself have leased it for a number of years and will operate under the name of Saddoris & Phillips, and deal in grain and live stock.—E. C. Saddoris.

Esmond, Ill.—M. A. Countryman was awarded \$1 and costs in his suit against the Farmers Grain Co. in circuit court. The case grew out of the sale of grain by a tenant on the Countryman farm to the local elvtr. It was tried in circuit court once before, was appealed to the appellate court and last year was reversed and remanded, on the grounds of no cause for action. Countryman contended that when the elvtr. paid the tenant for the latter's share of grain, when the tenant was indebted to the landlord, the elvtr. became liable under the landlord's lien act. But the elvtr. company contended that there was an agreement between the three that when the price became satisfactory, the corn in dispute was to be sold and the proceeds divided between the two.

## CHICAGO NOTES.

John A. Orb, one of the older members of the Board of Trade, died Nov. 23.

F. E. Glover is now vice pres. of Rogers Grain Co., succeeding the late Harry H. Newell.

A Board of Trade membership sold recently for \$10,500 and three memberships sold for \$10,000 each.

W. L. Heptig has been suspended from membership on the Board of Trade for default as per Rule 117.

The directors of the Board of Trade on Nov. 30 rejected the proposed plan of trading in durum wheat for future delivery in Chicago.

The rate of interest for advances on Bs/L for the month of December has been set by the directors of the Board of Trade at 5½% per annum.

An amendment to Rule 223 has been posted for ballot on the Board of Trade raising the commission rate from ¼ to ¾ cent per bushel on futures in less than 5,000-bu. lots.

Pres. John A. Bunnell of the Board of Trade has appointed the following com'te for the purpose of soliciting funds for the Boy Scouts: J. C. Murray, chairman; Siebel C. Harris, Geo. A. Koehl, J. A. Begg, J. H. Wheeler and Howard Murphy.

Members recently admitted to the Board of Trade are Geo. C. Lambert, Eliot W. Mitchell, Augustus L. Searle, Martin Johnson, Putnam D. McMillan and Frederick J. Herzog. The following memberships have been transferred: Jas. D. Williams, Perry E. Gregory, Walter N. Jacobs, Estate Chas. T. Trego, Harry D. Richeson, Estate Oliver A. Olmstead and Lee W. Pardridge.



Major Frank W. Sherwood, a former member of the Board of Trade for many years, died Dec. 6 at the Speedway Hospital, aged 61 years. Major Sherwood aided in organizing the Board of Trade signal corps unit during the war. He went to France in command of the 415th Railroad Telegraph battalion. He is survived by his widow; a son, Harold B. Sherwood, and a daughter, Mrs. Marion Palmer.

The following com'tes have been nominated to be voted upon by members of the Board of Trade at the annual election: Arbitration: Michael Necas, J. H. Wheeler, Richard Gambrell Jr., D. H. Annan, John J. Coffman; appeals: Wm. C. Jacob, Walter Metcalf, Caleb H. Canby, Chas. A. Rohde, Wilbur McWhinney, Herbert McNamee (for one year to fill vacancy caused by resignation of Kenneth S. Templeton); nominating: John A. Bunnell, J. C. Murray, Benj. R. Brown, J. R. Leonard, Geo. T. Carhart.

Samuel P. Arnot, a member of the Board of Trade for 27 years, was nominated Dec. 8 for pres. He has previously served as director, vice-pres., and for the past two years has been chairman of the cotton com'te. Mr. Arnot is with Clement Curtis & Co. John C. Wood, now a director, was nominated for vice-pres., and Geo. A. Koehl was nominated to fill the vacancy created by the retirement of Mr. Wood who had one year to serve. Directors nominated to serve three years were John H. Jones, Kenneth S. Templeton, Edwin J. Kuh Jr., Frederick G. Miley and E. L. Roy.

## INDIANA

Monroe, Ind.—The Burk Elvtr. Co. has installed a new hammer mill in its plant.

Kimmell, Ind.—Stiefel & Levy have replaced the gasoline power elvtr. with electric power.

Ferguson, Ind.—The elvtr. of B. E. Mannix was slightly damaged by the tornado of Nov. 28.

New Richmond, Ind.—Furr & Cohee will remodel their plant and install a Randolph Drier.

Akron, Ind.—Chas. A. Hoover has bot the elvtr. operated by Harold Bros. for many years.

Barce (Fowler p.o.), Ind.—W. F. Starz & Co. have installed SKF Bearings on their corn sheller.

Evansville, Ind.—The Phoenix Flour Mill has filed preliminary papers evidencing probable dissolution.

Medora, Ind.—Bundy Bros. have installed SKF Bearings on their line shaft, head shaft and elvtr. leg.

Geneva, Ind.—N. B. Shepherd & Son have installed SKF Bearings on their head shaft and elvtr. legs.

Pence, Ind.—The Craven Elvtr. Co. will build a new elvtr. to replace the one which burned last spring.

Chrisney, Ind.—Bernard Hertz has replaced the gasoline engine in his plant with an electric motor.—C.

Scottsburg, Ind.—The Eberts Grain Co. has commenced the erection of an elvtr. adjoining its present one.

Sullivan, Ind.—The Sullivan Grain Co. is building a structure in which will be installed drying machinery.

Argos, Ind.—Kraus & Apfelbaum have leased the Nickel Plate elvtr. of E. E. Weisner. H. Staley is managing it.

Dawkins (Woodburn p. o.), Ind.—The elvtr. of Stiefel & Levy was slightly damaged by windstorm the night of Nov. 28.

Hartford City, Ind.—Mail addressed to East End Elvtr., Blackford Grain Co. has been returned marked "Out of Business."

Wheatland, Ind.—The elvtr. of the Wheatland Elvtr. Co., which burned recently, will not be rebuilt, as the company has another house here.

Stevens Station (Newburgh p.o.), Ind.—Peter Umfreid, who owned an elvtr. here, died in an Evansville hospital Nov. 26 after a brief illness.—O.

Stockwell, Ind.—Friends of Chas. S. Anderson, mgr. of the Lauramie Grain Co., are congratulating him on his recent marriage to Miss Bessie M. Dydegger which took place in Lafayette.

Dundee, Ind.—The Urmston Grain & Seed Co. is using the material and equipment of a dismantled elvtr. in Illinois in the construction of its new house. The elvtr. is being erected to replace the one which burned a few months ago.

Nickel (Valparaiso p. o.), Ind.—The fire which burned the elvtr. of E. K. Sowash, as reported in the last number, is believed to have been caused from locomotive sparks or friction in machinery.

Huntington, Ind.—The Huntington Equity Exchange has completed a concrete block warehouse and office, which is connected with the elvtr. It is modern thruout. This firm has also recently built new coal sheds.

Fort Wayne, Ind.—Stiefel & Levy recently entertained their elvtr. mgrs. at a banquet at the Catholic Community Center. The mgrs. were from Syracuse, Cromwell, Kimmell, Albion, Ayilla, New Haven, Dawkins, Ossian and Eaton.

Muncie, Ind.—After the Blackford Elvtr. Co. at Hartford City closed its elvtr. because of no business, I took a position with the Midwest Mineral Feed Co. I was married to Mrs. Jennie Deeter of Muncie on Oct. 30. We have located in Muncie and I am working out of here.—H. C. Clark.

Indianapolis, Ind.—The firm of Montgomery & Tompkins has dissolved, E. P. Tompkins retiring. F. M. Montgomery who has been a member of the firm since its organization 14 years ago will continue the business under the name of F. M. Montgomery Grain Co.—F. M. Montgomery Grain Co.

Fountaintown, Ind.—Leonard F. Cherry has bot an interest in the Fountaintown Elvtr. Co. and will manager the business. J. Harvey Snider and H. E. Kinney have been owners of the elvtr., which has been under the management of Sam Corkin. The latter recently accepted a position as mgr. of the New Palestine Elvtr. & Grain Co. at New Palestine.

Indianapolis, Ind.—The annual meeting of the Indiana Grain Dealers Ass'n will be held at the Board of Trade Jan. 12 and 13, beginning at 1:30 p. m. the 12th. A splendid program is being prepared. The evening of the first day will be under the jurisdiction of the grain dealers of Indianapolis who know how and will put on an entertainment no one will want to miss. A dinner will be served, the details not yet all worked out.—Chas. B. Riley, sec'y.

Evansville, Ind.—Because of the failure of the Evansville Grain Co. County Auditor Samuel B. Bell will lose all of his property, including a 186-acre farm. The company was forced into receivership when money from the sale of grain was held at a local bank and applied on the company's indebtedness. Mr. Bell was pres. of the company. He has a \$9,000 claim against the company which he proposes to turn over to his creditors.

## IOWA

Newhall, Ia.—O. Kaeberle has painted his elvtr.

Britt, Ia.—The Britt Mfg. Co. is installing a corn crushing machine.

Osgood, Ia.—The Quaker Oats Co. is building an addition to its elvtr.

Correctionville, Ia.—T. S. Cathcart & Sons are repainting their elvtr.

Randall, Ia.—Oscar Sevoid is now mgr. of the Farmers Co-op. Grain Co.

Paul, Ia.—The Kellogg & Wilson Grain Co. has installed a hydraulic truck lift.

Hawarden, Ia.—The radio in the elvtr. office of W. Brunsell was stolen recently.

Hanlontown, Ia.—The Farmers Elvtr. Co. has installed a feed grinder.—Pat Patterson.

Ackley, Ia.—The Farmers Elvtr. Co. has completed the erection of a storage building.

Meservey, Ia.—The Hynes Elvtr. Co. is installing a 10-ton Fairbanks Truck Scale.

Farragut, Ia.—The Nebraska-Iowa Grain Co. has installed a Western Cleaner in its elvtr.

Marengo, Ia.—H. C. Pote has overhauled his elvtr. and put it in good condition for the new corn crop.

Titonka, Ia.—The North Iowa Grain Co. is building a feed house at its local plant.—Pat Patterson.

Jefferson, Ia.—The D. Milligan Co. is remodeling its elvtr. and installing a Newell Electric Truck Lift.

Jewell, Ia.—The Jewell Farmers Elvtr. Co. has re-painted its elvtr. and installed a Newell Electric Truck Dump.

Vincent, Ia.—The Farmers Elvtr. Co. has replanked the driveway floor in its elvtr. Nels Erslund is mgr.—Art T.

Colo, Ia.—The North Iowa Grain Co. has bot the local elvtr. A. Allen will continue as mgr. for the new owners.—Pat.

Cleves, Ia.—D. J. Peters is building an annex to his elvtr. The work is being done by the Younglove Construction Co.

George, Ia.—J. C. Rudolph, who was formerly a member of the former firm of Rudolph Bros., died Dec. 2 of heart trouble.

Cedar Rapids, Ia.—The annual convention of the Farmers Grain Dealers Ass'n of Iowa will be held here Jan. 24-26, 1928.

Kesley, Ia.—Ben Popkes now owns the Farmers Elvtr. Co. of which he was former mgr. The new firm name is Kesley Elvtr. Co.

Early, Ia.—Chas. Anthony fell while repairing the siding on the elvtr. of the Farmers Elvtr. Co. and was slightly injured.

Aurelia, Ia.—The Farmers Elvtr. Co. is making general repairs to its elvtr. The Younglove Construction Co. is doing the work.

Livermore, Ia.—E. O. Slack, who was formerly mgr. of the Farmers Elvtr. Co., is now in the insurance business at Fort Dodge.—A. T.

Dows, Ia.—Byron O. Sweet, mgr. of the Farmers Elvtr. Co., underwent an operation for appendicitis at an Iowa Falls hospital recently.

Buckeye, Ia.—Some coal in the plant of the Farmers Elvtr. Co. was slightly damaged by fire, believed to be of incendiary origin, on Dec. 2.

Crystal Lake, Ia.—The Nelson Grain Co. has removed a single phase motor and installed a three-phase motor in its place as elvtr. power plant.—A. T.

Afton, Ia.—C. M. Abbott has resigned as mgr. of the Farmers Co-op. Co., and will resume his farming. Everett McGrath has also resigned as second man.

Lamoni, Ia.—A. E. Marion of Ceylon, Minn., is the new mgr. of the Farmers Grain & Seed Co., succeeding L. G. Kelly who has been appointed postmaster.

Dexter, Ia.—The 10,000-bu. elvtr. of the Hemphill Grain Co. has opened for business. It is equipped with the latest type of machinery and operated by electricity.

Storm Lake, Ia.—The Buena Vista County branch of the Iowa Farmers Grain Dealers Ass'n held a meeting Nov. 22. D. W. Thomas, county chairman, was in charge.

Brighton, Ia.—The Brighton Cereal Mill is enlarging its plant and installing a 24-in. Munson Attrition Mill which will be driven by two 20-h.p. motors.—F. J. Conrad.

New Hampton, Ia.—Conroy Bros. have opened their new feed mill which is in the former Brannon Elvtr., recently bot of Geo. W. Munson. A J-B Mill has been installed.

Mason City, Ia.—The North Iowa Grain Co. is now equipped and will handle a full line of feeds at all its elvtrs. Robert Hall is mgr. of the feed department.—Pat Patterson.

Woden, Ia.—The Farmers Inc. Society is building an addition to its plant to house an attrition mill. The new building is of tile block construction. U. S. Ludeking is mgr.—Art Torkelson.

Webb, Ia.—John Grieve is the new mgr. of the Spencer Grain Co.'s elvtr., succeeding E. A. Howe, who as reported in the last number, together with S. D. Hovinga, has bot the elvtr. of Albert Nielsen.

Garner, Ia.—Carlton Hyde who was second man for the Farmers Elvtr. Co. has accepted a position as Boy Scout executive in southeastern Nebraska with headquarters at Nebraska City.—Art Torkelson with Lamson Bros. & Co.

Humboldt, Ia.—The Humboldt County branch of the Iowa Farmers Grain Dealer Ass'n held a meeting here Nov. 18. Speakers were Geo. E. Beals, county chairman; Frank Robotka and G. A. Arnold of the extension department; J. P. Larson, state sec'y.

Cedar Rapids, Ia.—Harold Armond, an employee of the Quaker Oats Co., fell on a belt conveyor while at work in the plant. He was carried about 30 feet and thrown against some grain spouts, receiving a number of injuries about the head and body.

Salix, Ia.—Articles of incorporation have been filed by the Salix Grain & Coal Co.; capital stock, \$10,000; P. J. Brechtel, pres. and W. J. Baak, sec'y. This company has taken over the old Nye & Jenks elvtr., as announced in the last number.—Bob Swensen.



Tingley, Ia.—The Farmers Union has installed a hammer mill in its elvtr. which will be electrically operated.

Manson, Ia.—The Farmers Co-op. Elvtr. Co. will install grates in place of door for dump in the near future. Mark Case, who recently was appointed mgr., took charge on Dec. 1, relieving E. H. Rudloff who had bot an elvtr. at Steen, Minn.—Art Torkelson.

Springville, Ia.—The F. M. Hann Estate has recently installed a 27-in. Munson Attrition Mill, a Munson Ear Corn Crusher, and has remodeled its plant to make it an up-to-date elvtr. and feed mlg. plant. The mill is now running and doing good work.—F. J. Conrad.

Des Moines, Ia.—The property of the Red Crown Mlg. Co. has been ordered sold. The company was adjudicated bankrupt recently. The liabilities of the company are placed at \$151,273.45, while the total assets are scheduled at \$303,212.47, of which \$275,000 is in real estate.

Cedar Rapids, Ia.—The Quaker Oats Co.'s office is being moved into the recently completed building where larger quarters have been prepared and properly finished in mahogany. It is fitted with an auto-call system and every modern office convenience. The new building includes a large gymnasium for the employees.

Stockport, Ia.—Workmen Bros. have just completed a 3-mile high tension electric line in order to get 60 cycle current to operate their new Munson Attrition Mill and Munson Ear Corn Crusher. They have spent considerable money to get this plant installed as it should be, and have made some other improvements in their elvtr.—F. J. Conrad.

Cedar Rapids, Ia.—The Emrich Grain Co., members of the Milwaukee Chamber of Commerce and Grain Dealers National Ass'n, with headquarters at Cedar Rapids, is now operating offices at Emmetsburg, Sioux Falls, Grand Junction, and is contemplating the opening of an office at Des Moines. A. K. Emrich, in charge of the local office, was in the grain business in Milwaukee for many years.

Monticello, Ia.—This town has never had an elvtr., and there is little grain shipped out, but a good deal shipped in and distributed among the farmers. This caused E. H. Hui-bregtse, mgr. of the Farmers Elvtr. Co. of Hull, to resign his position, move to Monticello and erect a 5,000-bu. elvtr. It will be fully equipped with a 30-in. Munson Attrition Mill, a Munson Ear Corn Crusher, a 10-ton auto truck scale, a Sidney Drag, Superior D. P. Elvtr. Buckets, and roller bearings. All motors will be of the latest type. The building will be covered with galvanized iron, and so constructed that grain may be unloaded either from the use of a Mc-Millen Truck Dump or direct from a car. The contract for the entire job was awarded to F. J. Conrad and work has started. It is expected the plant will be in operation by Jan. 1.

## KANSAS

Wichita, Kan.—Grant Morris of Newton is a new member of the Board of Trade.

Lebanon, Kan.—The Brown-Bunel Co. is installing Sidney Power Feeder, as well as elvtrs.

Cherokee, Kan.—The Kelso Grain Co. is installing Sidney Roller Bearing Sheller and Boot.

Cawker City, Kan.—We are installing a 10-ton truck scale in our elvtr.—McCoy-Dockstader Grain Co.

Junction City, Kan.—Mail addressed to the Farmers Supply Co. has been returned marked "Out of Business."

Halls Summit, Kan.—We have our elvtr. completed and started operations Dec. 1 with a big run.—Regle Bros. Elvtr.

Reserve, Kan.—The Farmers Union Co-op. Ass'n has been adjudicated bankrupt and the plant will be disposed of.

Grainola, Kan.—Carter Bros. are installing Sidney Revolving Screen, Corn Cleaner and Sidney Roller Bearing Sheller.

Wamego, Kan.—The Wamego Seed & Elvtr. Co. has covered its elvtr. and warehouse with iron and repainted all its buildings.

Washington, Kan.—The Washington County Farmers Union Co-op. Ass'n is installing a Sidney Roller Bearing Corn Sheller.

Salina, Kan.—C. O. Mooney has been appointed mgr. of the local office of Goffe & Carkener, Inc., succeeding the late S. M. Stanford.

Randolph, Kan.—Emil Samuelson is the new mgr. of the Farmers Union Co.

Leavenworth, Kan.—Grant Babcock is again supt. of the elvtr. of the J. C. Lysle Mlg. Co. He has been spending a year in California.

Osborne, Kan.—We just completed a new iron clad mouse proof ware house, 16x50 ft.—H. E. Sharpe, mgr., C. E. Robinson Elvtr. Co.

Arkansas City, Kan.—W. J. Grover has resigned as mgr. of the Excelsior Flour Mills to become sales mgr. of the Kansas Mill & Elvtr. Co.

Fellsburg, Kan.—H. M. Heineike, formerly local mgr. of the Equity Union Grain Co., is now mgr. for the same company at Naponee, Neb.

Radium, Kan.—The Farmers Elvtr. Co. is tearing down its old elvtr. and replacing it with a new one. The company is doing the building itself.

Hiawatha, Kan.—D. H. Knepper, aged 57 years, mgr. of the Farmers Co-op. Elvtr., died recently. Burial was at Hobart, Okla., his former home.—P.

Newton, Kan.—Thieves recently entered the office of the Newton Mlg. & Elvtr. Co. and escaped with a small sum of cash after knocking the dial off the safe.

Norton, Kan.—Carl Eddy has resigned as mgr. of the local office of Goffe & Carkener, Inc. Harry Lewis, who has been ass't mgr., has succeeded Mr. Eddy.

Neodesha, Kan.—Alfred Howell has resigned as mgr. of the Rea-Patterson Mlg. Co.'s elvtr., and accepted a position as salesman with the Southard Feed & Mlg. Co.

Urbana, Kan.—Roy Ewen has bot the elvtr. of Mr. Eaton and will operate under the name of the Ewen Grain Co. He is building a corn crib and will buy and crib corn and shell it.

Atchison, Kan.—The Board of Trade was host on the evening of Dec. 2 to the grain dealers of northeast Kansas. E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, was in charge.

Independence, Kan.—Work has started on the overhauling of the elvtr. and the construction of a three story feed mill for the Bowen Mlg. Co. Chalmers & Borton have the contract.—J. T. Borton.

Salina, Kans.—S. M. Stanford, local mgr. of Goffe & Carkener, Inc., died at a hospital here Nov. 21, following a major operation. Mr. Stanford was in the grain business in Minneapolis, Kan., until a few years ago.

Olathe, Kan.—Herbert Spencer Hadley, pres. of the Hadley Mlg. Co., which operates an elvtr., died Dec. 1, of heart disease, aged 55 years. Mr. Hadley was elected governor of Missouri when only 36, and was prominent in national politics.

Abilene, Kan.—The mill of the Security Flour Mills Co., also known as the Midwest Mlg. Co., burned Nov. 17. Locomotive sparks are believed to have caused the fire. The nearest concrete tank was damaged and also the iron clad warehouse attached to the mill. Estimated loss, \$81,000.

Baldwin, Kan.—The elvtr. of the Farmers Co-op. Union burned Nov. 13 about one o'clock in the morning. Defective electrical wiring is given as the cause. About 1,000 bus. of corn, 800 bus. of wheat, 200 bus. of oats, 100 sacks of flour and some ground feed were also destroyed. The loss is estimated at more than \$15,000, partially covered by insurance. This is the second local elvtr. to burn within five years, the other also belonging to the Farmers Union. After it burned the company bot the one that just burned, the latter being built in 1912.

## KENTUCKY

Nicholasville, Ky.—The elvtr. of the C. T. Ashley Elvtr. Co. was slightly damaged by windstorm on Nov. 30.

Harrodsburg, Ky.—T. C. Coleman has taken over the interest of Jack Coleman, deceased, in the Cogan Grain & Coal Co.

Russellville, Ky.—The feed mill and warehouse of W. E. Wilson burned Nov. 29. The fire was supposedly caused by crossed electric light wires.

Henderson, Ky.—The Henderson Elvtr. Co. has recently filed articles of incorporation in the state of Indiana; capital stock, \$10,000; Jas. F. Ensle, agt.; to buy grain from farmers.

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## MARYLAND

## BALTIMORE LETTER.

John Schoenwolf has applied for membership in the Chamber of Commerce.

John W. Emory has applied for membership in the Chamber of Commerce.

The wife of P. Frederick Obrecht, member of the Chamber of Commerce, died recently.

The Pennsylvania Railroad has installed a wheat washer for treating smutty wheat in its elvtr.

Pembroke W. Pitt, formerly of Pitt Bros. & Co., grain dealers whose failure in 1911 was followed by prosecution for alleged unmercantile conduct, died Nov. 29.

The Board of Directors of the Chamber of Commerce will elect a nominating com'te at its next meeting. This com'te will select from the membership five candidates for the board of directors to serve a three-year term. The annual election will take place in January.

## MICHIGAN

Twining, Mich.—The new elvtr. of Chatfield & Son opened recently.

Snover, Mich.—The Snover Grain Co. has installed a feed grinder and mixer.

Vernon, Mich.—A scoop is operating here. The only regular dealer is the Vernon Mfg. Co.

Leonidas, Mich.—We are installing a 50-h. p. hammer feed mill in our local elvtr.—Wolfe Bros.

Butternut, Mich.—The Carson City Elvtr. Co. sustained a small loss from a windstorm on Nov. 11.

Pewamo, Mich.—The plant of the Pewamo Grain Co. was slightly damaged by a windstorm on Nov. 11.

Midland, Mich.—George Venner has bot the former Orr Bean & Grain Co. and will convert the buildings into a garage.

Decker, Mich.—The Decker Grain & Lumber Co. has completed a large office, replacing the small building used for many years.

Kinde, Mich.—Russell Kerr, formerly with the Farmers Elvtr. & Produce Co. at Bad Axe, has been selected to manage the Farmers Co-op. Grain Co.

Pine River, Mich.—Chatterton & Son, have opened the Pine River Elvtr., which they recently bot of the Cass City Grain Co. The same firm has also bot plants of the Cass company at Pinconning and Kawkawlin.

Three Oaks, Mich.—Lynn J. Pardee, mgr. of the Three Oaks Shipping Ass'n, has bot the grain, coal and feed business of H. D. Roberts & Co., the Galien Co-op. Farm Bureau Co-op. Exchange, and the feed grinding business of Clyde Swank. Mr. Pardee will merge the three businesses into one.

Almont, Mich.—Wm. E. Cloverdale, operating elvtrs. here and at Brown City under the name of the Almont Elvtr. Co., died Nov. 22 in a local hospital where he underwent an operation for appendicitis the day previous. Delbert Bartles, employed at the Almont Elvtr. Co., was recently seriously injured when his clothing became entangled in a pulley. His ankle was shattered and his knee dislocated. He was delivering a load of grain to the second floor when the accident happened.

## MINNESOTA

Duluth, Minn.—M. G. McQuade has been elected to membership in the Board of Trade.

Douglas, Minn.—The Kellogg Commission Co. has installed an engine for custom grinding in its elvtr.

Morton, Minn.—M. A. DeWerd is rebuilding his elvtr. which burned last spring and will install a feed grinding outfit.

Farmington, Minn.—P. I. McMillen of Minneapolis has bot and is operating the Farmington Feed Mill of B. A. Nibbelink.

Cosmos, Minn.—C. A. Bunyan is building an elvtr. to replace the one which burned recently. It will be equipped with a vertical feed grinder.

Minneapolis, Minn.—Mrs. Veronica Huhn, widow of Anthony Huhn of the Huhn Elvtr. Co., died Nov. 24 after a two weeks' illness. Three children survive.

Mahnomen, Minn.—The plant of C. E. Kely & Co. was slightly damaged by fire recently due to a slipping belt which caught inside the pulley and started to burn. The damage was confined to the belt.

Minneapolis, Minn.—We will not rebuild Diamond Elvtr. No. 1, which burned last year. The property will be disposed of. Diamond No. 2 was sold to the Sheffield Elvtr. Co., some two years ago.—Viehman Grain Co.

Hutchinson, Minn.—The building which V. C. Flaig of Wabasso was remodeling for a feed mill burned recently. New machinery had been installed and mill was to have been opened soon. There was no insurance. Mr. Flaig is undecided as to rebuilding.

Worthington, Minn.—We have changed the name of our institution to the Worthington Seed Co. as successors to the St. John Seed Co. This is being done because a concern with a similar name has started in business here, which has resulted in considerable confusion. We will continue the same business as heretofore.—E. C. Callan, mgr., Worthington Seed Co.

## MISSOURI

Cainesville, Mo.—The Weldon Mfg. Co.'s plant, which burned recently, will likely be replaced.

Whitham, Mo.—Archie McGilvey will build a 12,000-bu. cribbed elvtr. J. D. McLean & Co. have the contract.

Neosho, Mo.—The old elvtr. of the Thurman-Davis Grain Co., which has not been used for several years, is being razed.—P.

Brunswick, Mo.—The Farmers Elvtr. Co. is having its elvtr. remodeled and improved. J. D. McLean & Co. are doing the work.

Dean Lake, Mo.—Archie McGilvey has bot the elvtr. of I. Woods & Son and is shipping corn in the ear to the Missouri stock feeders.—J. D. McLean.

Slater, Mo.—Additional bin space for 6,000 bus. has been added to the corn elvtr. of the Slater Mill & Elvtr. Co. A corn cutter, chop grader and mixed feed equipment have been installed.

Brunswick, Mo.—I have been here for over two months overhauling the machinery in the Alfalfa Mill and then just as I had it running fine it burned to the ground one night.—J. D. McLean.

## KANSAS CITY LETTER.

F. C. Blodgett has applied for membership in the Board of Trade on transfer from B. A. Brown. The price was \$7,000, including the transfer fee of \$500.

E. D. Bigelow, ass't to the pres. of the Board of Trade, was 89 years old Dec. 5. Members of the Exchange presented him with several beautiful floral pieces and a birthday cake.

D. F. Piazsek, former pres. of the Board of Trade and vice-pres. of the United States Grain Corporation during the war, was married Nov. 21 to Miss Adele E. Schoenhard in New York.

C. M. Hardenberg, pres. of the Board of Trade has appointed the following nominating com'te: C. W. Lonsdale, B. L. Hargis, S. S. Carlisle, Harry G. Randall and O. A. Severance. The annual election of the Board of Trade will be held Jan. 3, 1928.

## ST. LOUIS LETTER.

J. G. Sackman has been elected to membership in the Merchants Exchange. The membership of F. K. Williamson has been transferred.

The Ralston Purina Co. is installing a 750-bu. drier in a steel building. The company has discontinued its steam power and installed a large transformer room and electrical sub-station.

The board of directors of the Merchants' Exchange has authorized the purchase and cancellation of 50 memberships from living members at a fixed price of \$100 for certificates on which dues are paid or unpaid.

The directors of the Merchants Exchange have adopted a regulation that on all grain on track or out of elvtr., bot on the basis of federal appeal, the buyer shall pay for the federal appeal inspection unless agreed to the contrary at time of sale.

The following memberships in the Merchants Exchange have been posted for sale and cancellation: P. A. Stephens, Richard Uhlmann, Chicago; Louis A. Valler, E. N. Kaercher, Edwin Brockmeier, Henry C. Brockmeier and Arthur W. Schultz.

## MONTANA

Lindsay, Mont.—The Eastern Montana Elvtr. Co. has completed a 40,000-bu. elvtr.

Harlowton, Mont.—The Montana Flour Mills have installed new grinding machinery.

Cascade, Mont.—The Cascade Mfg. & Elvtr. Co. will have J. L. Cisneros as its representative in Cuba.

Philipsburg, Mont.—The store, office and warehouse of the M. & D. Grain Co., operated by R. D. Metcalf, burned recently with a loss of \$25,000.

## NEBRASKA

Superior, Neb.—A hydraulic truck dump has been installed by Bossemeyer Bros.

Wakefield, Neb.—The Dolphin-Jones Grain Co. is installing a hydraulic truck lift.

Scribner, Neb.—The Crowell Lumber & Grain Co. has installed an electric truck lift.

Gurley, Neb.—The Gurley Mills, incorporated; capital stock, \$25,000 of which \$8,000 is paid up.

Superior, Neb.—S. N. Reed has succeeded Reed & Weir, who operated an elvtr. and feed store.

Brayton, Neb.—The elvtr. of the T. B. Hord Grain Co. is expected to be reopened within a short time.

Milford, Neb.—The Milford Mills have installed a truck lift supplied by the American Machinery & Supply Co.

Hartington, Neb.—The Dolphin-Jones Grain Co. is having a hydraulic truck lift installed in its local elvtr.

Omaha, Neb.—The Maney Mfg. Co. has installed a sprinkler system in its plant as a fire protection.

Humphrey, Neb.—We are overhauling our elvtr. and installing an air truck dump.—T. B. Hord Grain Co.

Trumbull, Neb.—The Nebraska Farmers Union Ass'n has installed a McMillin Wagon and Truck Dump in its plant.

Benson, Neb.—Spontaneous combustion in coal resulted in a small loss to the coal shed of the Stoltenberg Elvtr. Co.

Mead, Neb.—The Farmers Union Co-op. Ass'n has installed a truck lift supplied by the American Machinery & Supply Co.

Virginia, Neb.—The Farmers Elvtr. Co. has let a contract to A. F. Roberts to replace its old elvtr. with a new structure.

Carter, Neb.—The elvtr. of Richard Heinen burned the evening of Nov. 15. The house contained some grain at time of fire.

Cedar Bluffs, Neb.—The Nye & Jenks Grain Co. has installed a truck lift supplied by the American Machinery & Supply Co.

Lyons, Neb.—The Holmquist Grain & Lumber Co. has bot the elvtr. of Carlile Burns and will use it as a storage elvtr. for oats.

Crete, Neb.—Ben L. Johnson, sec'y of the Crete Mills, recently underwent an appendicitis operation at a hospital in Lincoln.

Turlington (Dunbar p. o.), Neb.—A. B. Wilson has bot the local elvtr. of the Dunbar Grain Co. and Wm. Auer is in charge of the business.

Naponee, Neb.—The Equity Union Grain Co. has leased the elvtr. of the Naponee Equity Exchange and I am managing it.—H. M. Heinicke.

Linwood, Neb.—Rapid progress is being made on the new elvtr. of the Farmers Co-op. Grain Co. The foundation is laid and the cribbing has been started.



**Loading Spouts**

**Grain Spouting**

**Immediate Shipment**

**American Machinery & Supply Co.**  
Omaha, Nebr.

**Howe Scales**      **Kewanee Dumps**



## NORTH DAKOTA

Munich, N. D.—The Schuler Elvtr. Co. is installing GE motors.

Grand Forks, N. D.—It is rumored that the Farmers Union will be called upon to take over the operation of the state mill and elvtr.

Enderlin, N. D.—The Farmers Elvtr. Co. will build a feed mill. Equipment will include a 24-in. attrition mill operated by two 25-h.p. electric motors.

Northwood, N. D.—The old elvtr. of the Andrews Grain Co. will be wrecked and a modern potato house will be built in its place.—Wm. L. Lee, agt., Great Western Grain Co.

Aurelia, N. D.—The elvtr. of the Northland Elvtr. Co. has been completed. Some material was used from an old elvtr. wrecked at Donnybrook. The new elvtr. has 25,000 bus. capacity, is iron clad and equipped with two legs. The work was done by the Hickok Construction Co.

Northwood, N. D., Oct. 8—A man claiming to be A. Rasmussen falsely represented himself as a solicitor for the Grain Dealers Journal and collected money at this station. No one by this name has ever been identified with the Journal and if this impostor calls on any others we hope they will have him arrested and wire Grain Dealers Journal, Chicago.

Sheyenne, N. D.—The Equity Elvtr. & Trading Co. has remodeled its plant. The disused concrete coal elvtr. was changed into a fireproof grain storage plant. Old machinery and cupola were removed, new bin bottoms built, and a top slab of reinforced concrete built to make the plant fireproof. Steel spouts and conveyor were installed. Both upper and lower conveyors are driven by Fairbanks-Morse Motors with Texrope Drives. The work was done by the Hickok Construction Co.

## OHIO

Marshallville, O.—The Marshallville Equity Co. has installed a Sidney Power Feeder for its hammer mill.

Broughton, O.—Clarence Goble is now in charge of the local elvtr. of the Paulding Equity Exchange Co.

Guysville, O.—The Guysville Mfg. Co., incorporated; capital stock, \$20,000; by J. E. Bailey, J. B. Person and J. B. Torrence.

Toledo, O.—Robert Devore, formerly associated with his father in the grain business, is now reporting for the News-Bee.

Washington C. H., O.—The Fayette Producers Co. has bot a tract of land on which it will erect an elvtr., warehouses and office building.

Monroeville, O.—F. E. Boney, owner of the Monroeville Mfg. Co., has repaired the plant and installed new machinery. Water power is used.

Sidney, O.—The first of a series of group meetings of the Ohio Grain Dealers Ass'n was held here Dec. 7 with Sec'y E. T. Custenborder in charge.

Grover Hill, O.—The Grover Hill Mfg. Co. has installed batch mixer and sifter, motors and other equipment. The Sidney Grain Machinery Co. had the contract.

Belle Center, O.—The Healy Seed Co. has completed a 20x40 ft. building in which has been installed machinery for drying ear corn. The Healy Company also operates a 60,000-bu. elvtr.

Fostoria, O.—A local meeting of the Ohio Grain Dealers Ass'n will be held here Dec. 13 at 6:30 p. m. eastern time, at the Y. M. C. A., A. T. Ward, chairman.—W. W. Cummings, sec'y.

New Holland, O.—C. E. Groce is installing a Hyatt Roller Bearing Sidney Corn Sheller, Monitor Cleaner, elvtrs., feeders, scales and dump equipment. He is remodeling his house. The Sidney Grain Machinery Co. has the contract.

Troy, O.—The elvtr., formerly operated by the Hayner Grain Co., but now used by the Pottage Tankage Co. in the manufacture of feeds, was damaged by fire recently. The blaze is said to have originated from sparks in the grinder used to pulverize the mixture of cattle feed.

Washington C. H., O.—A meeting of the grain dealers of this locality will be held here the evening of Dec. 15, at the Y. M. C. A. Reservations for the \$1 dinner which will be served at 6:30 p. m., eastern time, may be made with C. E. Lloyd, chairman.—W. W. Cummings, sec'y, Ohio Grain Dealers Ass'n.

Plain City, O.—B. M. Youmans, senior member of the firm of B. M. Youmans & Son, died recently.

Cumberland, O.—Roscoe Wilson, aged 39, of the firm of Petty & Wilson, owner of the Cumberland Flour Mill, died Nov. 22, from burns received when a quantity of oil exploded as he poured it into the stove in the office of the mill, intending to start a fire. The loss to the mill was slight.

Greenville, O.—The grain dealers of West Central Ohio will meet at the Elks Club the evening of Dec. 14. Dinner will be served at 6:30 p. m., eastern time. Pres. Sayles and Sec'y Cummings will be present. It has been three years since a local meeting was held in this territory. The dinner will be \$1 per plate.—E. A. Grubbs Grain Co.

## OKLAHOMA

Enid, Okla.—Mail addressed to the W. G. Williams Grain Co. has been returned marked "Moved to Cameron, Mo."

Rocky, Okla.—The Farmers Co-op. Grain & Supply Co. will rebuild its elvtr., which burned Oct. 29, as soon as possible.—I. S. Alton.

Carrier, Okla.—Fred Chadd, an employe of the Carrier Mill & Elvtr. Co., recently had one of his fingers torn off while at work in the plant.

Grove, Okla.—The Jarnigan Lumber Co. has installed a McMillen Combination Wagon and Truck Dump to accommodate several dump doors.

Billings, Okla.—A hot bearing in the elvtr. head was the cause of a small loss to the plant of the Billings Grain & Supply Co. on Nov. 17.

Marlow, Okla.—The Marlow Grain Co. will repair and remodel its plant, preparatory to opening a general feed mlg. business. G. T. Slick will be mgr.

Enid, Okla.—Henry Bird, operating as the Henry Bird Grain Co., has closed his office in the American National Bank Bldg., and will move to Lincoln, Neb. The Keith-Brown Grain Co. is moving into the office vacated by Mr. Bird.

## NEW ENGLAND

Lewiston, Me.—The J. B. Ham Co. will build a new plant in the spring to replace the one which burned.

Boston, Mass.—Frederick Holdsworth, a real estate operator, has bot the building of the Grain & Flour Exchange for \$300,000. The Exchange occupies the third floor.

Roxbury, Mass.—Chas. A. Plumer, aged 80, died Nov. 26. He was formerly associated with his father, Avery Plumer, under the firm name of A. B. Plumer & Co. He was one of the early members of the Boston Chamber of Commerce.

Boston, Mass.—The Grain & Flour Exchange is working in co-operation with the Red Cross to aid the flood sufferers in the New England district. The Exchange com'te consists of E. E. MacLeod, M. D. Benzaquin, J. H. Lee, A. S. MacDonald and J. A. Schroeder.

## NEW YORK

Richford, N. Y.—The mill buildings of the Franklin Bliss Corporation burned Nov. 16.

Blakeslee, N. Y.—An overheated stove pipe in the office was the cause of a small loss to the plant of Frank G. Armstrong and Clark and Bittner on Nov. 24.

### NEW YORK CITY LETTER

Geo. J. Schwimmer, aged 29, with the Canada Atlantic Grain Co., died suddenly Nov. 27.

It is rumored that the Produce Exchange is considering selling its home and building another.

Louis H. Spence, aged 80 years, a member of the Produce Exchange for many years, died Nov. 24.

The following have been admitted to membership in the Produce Exchange: Miller C. Belding, Richard N. Davis, John A. Galanos, John H. Simon, James F. Stuart, and Leo F. Tighe.

The Produce Exchange has discontinued the distribution of wheat futures quotations from its pit and hereafter no regular trading will be conducted. This marks a let-up for the present in the efforts of the Exchange to develop wheat and oats future trading on a large scale with Buffalo as the point of delivery.

## GRAIN DRIERS

for

**COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.**

## ROTARY DRIERS

for

**MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.**

*We would be pleased to correspond with you.*

**WILLEY-ELLIS CO.**

1223 S. Talman Ave., Chicago  
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**OREGON**

Astoria, Ore.—The Port of Astoria has installed a large Hess Drier to take care of the wet grain moving thru the port. The elvtr. is operated by Kerr, Gifford & Co.

Portland, Ore.—The Commission of Public Docks has decided to build a 1,000,000-bu. elvtr., providing the outlay is not considered too great. On a final report as to the probable outlay depends whether the work will be undertaken. The present workhouse facilities of the elvtr. at Terminal No. 4 is said to be sufficient for double the present storage facilities. The capacity of bins in the present annex is 755,100 bus. and in the operating house is space for 298,700 bus. more, all being for bulk wheat, while on an adjoining pier space is allotted for the storage of a considerable amount of sacked wheat.

Portland, Ore.—A rearrangement in the management and operation of the Merchants Exchange was made December 1. The position of mgr. of the Exchange has been abolished. J. S. Paterson, who has served in that capacity the past year, resigned several weeks ago. The operation of the Exchange will be segregated. D. J. Fraser, one of the board of directors, will be in charge of the marine department of the Exchange, with Howard George in active charge of the department. Fred Clark, who has been with the Exchange for many years, will head the statistical and grain department, under the direction of J. J. Lavin. These two directors will be responsible to the board as a whole for the successful operation of the Exchange.

**PENNSYLVANIA**

Elizabethville, Pa.—A receiver has been appointed for the Elizabethville Mlg. Co. and the property will be disposed of.

Erie, Pa.—William Murphy, aged 52 years, lost his life Nov. 21, when he fell into a grain elvtr. and was suffocated by the grain.

Kutztown, Pa.—John R. Gonser, aged 87 years, died recently. He engaged in the grain and feed business for many years and was identified with a number of industrial enterprises in eastern Pennsylvania.

**SOUTH DAKOTA**

Groton, S. D.—The Farmers Elvtr. Co. has built new coal sheds.

Wentworth, S. D.—Our buildings are all newly re-sided and painted.—Wentworth Farmers Elvtr. Co.

Rockham, S. D.—We now have motors in the elvtr., a 5-h.p. on each leg and a 5-h.p. on the cleaner.—Rockham Farmers Elvtr. Co.

Redfield, S. D.—H. W. Speight has bot a 27-in. Munson Ball Bearing Attrition Mill, direct connected to two 30-h.p. motors. The mill was bot thru the Strong-Scott Mfg. Co.

Montrose, S. D.—We plan on installing new motors and on moving our two elvtrs. together for more convenient operation in the spring. A. P. Eno, Montrose Co-op. Grain & Lumber Co.

Midland, S. D.—During the past few months we have installed a 10-ton Fairbanks Truck Scale and put up new coal sheds. We plan on the installation of a truck lift soon.—W. O. Schwalm, Midland Co-op. Marketing Ass'n

**SOUTHEAST**

Miami, Fla.—Chas. S. Russell is considering building a small corn mill in the near future.—P.

McComb, Miss.—The McComb Mlg. Co. is reported to be contemplating the establishment of a flour mill.

Marion, N. C.—R. L. Conley has bot a half interest in the Catawba Valley Mills from F. O. Stott. The business will be conducted under the name of the Carolina Feed & Mlg. Co.

Berryville, Va.—Work has started on rebuilding the Clarke Mlg. Co.'s plant which burned last summer. The concrete storage bins will have a 35,000 bu. capacity and the mill capacity will be 250 bbls. per 24-hr. day.—P.

**TENNESSEE**

Franklin, Tenn.—The feed barn of S. M. Fleming & Co. burned recently with a loss of \$6,000, partially insured.

McKenzie, Tenn.—The old cooper shop of the McKenzie Mlg. Co. burned Nov. 18, and the crib building just west of it was slightly damaged.

Nashville, Tenn.—The Hale Elvtr., recently bot by the Nashville Warehouse & Elvtr. Corporation is now equipped with a 750-bu. Hess Drier. This has been placed in a concrete building and grain can be dried and put in condition without interference with any other work of the elvtr.

Nashville, Tenn.—The Gillette Grain Co. will soon rebuild its head house recently destroyed by fire. Contract for the headhouse, along with additional storage has been awarded to Horner & Wyatt. The headhouse will have two hopper scales of 2,500 bus. capacity, and will include two or possible three legs. The additional storage will have 200,000 bus. capacity.

**TEXAS**

Greenville, Tex.—J. L. Webb, aged 67, grain buyer, died recently of heart trouble.

Houston, Tex.—The Maurice Pincoffs Co. has applied for membership in the Texas Grain Dealers Ass'n.

Amarillo, Tex.—Excavation has started on the 500,000-bu. addition to the plant of the Great West Mill & Elvtr. Co.

Greenville, Tex.—The Greenville Mill & Elvtr. Co. is building a concrete flour warehouse in conjunction with its mill which is also of concrete and brick construction.

Fort Worth, Tex.—The many friends of Leo Potishman, pres. of the Transit Grain & Commission Co., are congratulating him on his escape from perpetual bachelory. He was married Nov. 19.

Dallas, Tex.—J. Perry Burrus is considering increasing the capacity of his elvtr. 250,000 bus. next spring. The house now has a capacity of 500,000 bus. The elvtr. is operated by the J. C. Crouch Grain Co. Mr. Burrus is now confined to the Massachusetts General Hospital in Boston, Mass., being taken ill while on a business trip to that city.

Temple, Tex.—The Werkheiser-Polk Flouring Mill, which has been inoperative for several years, was sold recently by its owners, the First National Bank, to a syndicate of Dallas men, for a reported consideration of \$100,000. It is said the new owners will incorporate under the name of the Temple Mlg. & Elvtr. Co., and modernize the plant preparatory to operating it.—P.

**WASHINGTON**

Spokane, Wash.—It was a Hess Drier that the Boyd-Conlee Co. installed in its terminal elvtr. as reported in the Oct. 10 number.

Longview, Wash.—The Port of Kelso has awarded the contract for installing electric motors and scales in its new elvtr. to Fairbanks Morse & Co. About 15 motors will be installed. Pouring of concrete has been started. About 6,000 sq. yds. of concrete will be laid.

**WISCONSIN**

South Milwaukee, Wis.—John Marak is building a feed mill south of this city.

Marshfield, Wis.—The M. J. Power Co. is building a ware house for poultry feed.

Ashland, Wis.—The mill roof of the Hanson Mlg. Co. was slightly damaged by a windstorm on Nov. 14.

Superior, Wis.—The Cargill Elvtr. Co. has let a contract to the Barnett Record Co. to erect a building and install a Randolph Drier.

West Allis, Wis.—A. Martell and J. M. Noll, real estate dealers, have bot the A. LeFeber elvtr. The house was built about 20 years ago.

Milwaukee, Wis.—Geo. K. Knowles, local mgr. of Pynchon & Co., died Nov. 28 of pneumonia, aged 48 years. He is survived by his wife and one daughter.

Elmwood, Wis.—The Elmwood Lumber & Grain Co. has just completed a number of improvements to its plant. A concrete block warehouse, 24x70-ft., has been built. Its main floor is on a level with the railway car floors, so that incoming feeds can be trucked directly from the cars. The grain storage bins in the elvtr. have been spouted directly into the new ware house. A 20x60-ft. coal shed with 5 bins, holding about 250 tons of coal, has also been built.

**WYOMING**

Sheridan, Wyo.—The Sheridan Flouring Mills, Inc., has bot the following properties from the Denio-Barr Mlg. & Grain Co.: the mill and two elvtrs. at Sheridan, Wyo.; elvtr. at Ohlman, Wyo.; elvtr. at Wyola, Mont.; Lodge Grass, Mont.; Dumore, Mont.; Garryowen, Mont.; Hardin, Mont. Alf Diefenderfer is pres. and W. D. Kistler, sec'y-treas. and general mgr.—Sheridan Flouring Mills, Inc.

**Supply Trade**

Minneapolis, Minn.—On Nov. 5 the Carter-Mahew Mfg. Co. broke ground for its new warehouse. The new building on completion will add 8,000 square feet of space to the plant. This is the fifth building the company has erected since its plant was originally built five years ago.

Bahia Blanca, Argentina.—Henry Simon, Ltd., Manchester, England, has obtained a contract to build a grain elvtr. for the Buenos Aires Great Southern Railway Co. The structure will be of reinforced concrete and will have a capacity for 3,000,000 bus. All the equipment will be electrically driven by 150 independent motors, having a total of 10,500 h. p.

A New Hammer Mill.—The Miracle Ace Hammer Mill is made by a firm that states that any man mechanically inclined can at once appreciate the improvements they have put in their mill to reduce the cost of grinding. While we do not know personally whether or not all of these claims are justified, yet knowing the company that builds this machine we would think it the part of wisdom for anyone who was thinking of putting in a new grinding mill to investigate the claims for the Miracle Ace.

G. S. Brown, pres. of the Portland Cement Ass'n, in a recent address stated that about one-quarter of the total possible capacity of cement mills has been idle during 1927. He stated also that the year has developed the largest consumption of cement ever known. He attributed the narrowing margin, between cost and net realized, to the importation of foreign cement, which he believes is still a real menace on our seaboard regardless of the fact that the importations this year are below those of 1926.

Brocton, N. Y.—The Huntley Mfg. Co. has placed a new scale on the market. It is known as type No. 20-F, and is designed for weighing 2 bushel sacks or less with a maximum weight of 150 pounds. It is of heavy engineering design and is portable. The platform is one inch above the floor. All parts, including knife edges, are interchangeable. The V-Blocks are self-aligning and double floating. Journal readers who are interested in a scale of this kind can obtain descriptive literature by writing the company.

Indianapolis, Ind.—H. Louis Silver, who for the past four years, has sold Gruendler Feed Mills, has secured the exclusive selling rights for Gruendler Mills in Indiana, Illinois and Western Michigan. Mr. Silver has recently organized the Silver Mill Supply Co. with headquarters at 915 E. 54th St. Mr. Silver will have associated with him Chas. F. Shatts, with four years' experience with Gruendler, who will represent the new firm in Illinois; and Herbert C. Clapper who has been associated with several large organizations in the past ten years will have charge of finance and sales. Mr. Silver states that the same policy which placed Gruendler Mills in their present enviable position in Indiana will be continued.



## Feed Control Officials Hold Invaluable Meeting.

A large attendance turned out for the nineteenth annual convention of the Association of Feed Control Officials of the United States, held at the Raleigh Hotel, Washington, D. C. Feed control officials from over two dozen states, representatives of the Departments of Agriculture of this country and Canada and a large number of visitors, particularly officers of feedingstuffs organizations, comprised the attendance.

President B. B. Ross presided. R. W. Dunlap, Ass't Sec'y of Agriculture, Washington, D. C., welcomed the attendance to the Capital. Dr. H. R. Kraybill, state chemist, Purdue University Agricultural Experiment Station, La Fayette, Ind., responded.

SEC'Y ARTHUR W. CLARK, Experiment Station, Geneva, N. Y., read his annual report.

PRESIDENT ROSS said in the analysis of feedingstuffs, the analytical chemist of today has made little progress beyond the Weende methods of a half-century ago and simply reports the results of his determinations of the so-called proximate constituents in five groups without attempting to separate and estimate the immense number of bodies which make up these groups of constituents.

For many years, indeed, the presence in the animal ration of three groups, fats, carbohydrates and proteins, in properly adjusted proportions, was assumed to meet the entire needs of the animal for the several functions that the animal organism is called upon to perform, but the research work of the chemist has brought to light within the past two decades the existence of another important group of bodies whose presence in the food of both man and animal plays a most important and essential role. The presence of vitamins A and B in cow's milk is entirely dependent upon their occurrence in the ration; stalled cows will produce a milk rich in vitamins, provided that their ration consists of a proper combination of grains and leafy foods; a vitamin-rich milk is not necessarily one of appetite stimulation, but rather a stimulation of metabolic processes which promote growth. The value of a protein in the diet depends not only upon its own inherent value, but upon its ability to enhance the value of other proteins. Several proteins have been shown to possess the property of correction of chemical deficiencies of other proteins, so that a mixture of two proteins may have a greater biological value than the mean value of the proteins themselves.

A paper on "Nutritional Factors Required by Poultry," by Prof. C. W. Carrick of Purdue University, La Fayette, Ind., was then read by Dr. Kraybill.

"WEED SEEDS IN FEEDS" was the title of a very thoro treatise prepared and read by Dr. H. A. Halvorson, state chemist, Minnesota Dairy & Food Department, St. Paul, Minn. Strange as it may seem, it has been definitely proven that French weed, for instance, gives butter a tainted taste, etc. In part, Mr. Halvorson said:

In this instance, the attention of our seed inspection division was called to the case of a farmer who brought into a creamery in this same Red River Valley some weed stalks which he said had grown up with his alfalfa. The alfalfa had been cut and put up in his barn. The examination of the weeds disclosed a large number of pods containing the objectionable Frenchweed seeds which we have just discussed. On questioning the farmer, he stated that he had never had this particular weed on his farm before, but believed the seeds had been contained in the alfalfa seed which he had purchased in the spring.

The reputation of the Frenchweed has been known in western Canada for quite a number of years. It is the theory of people familiar with the subject that the weed is gradually working its way south. It could easily be carried south by the wind and could also be spread by the shipment of screenings and cattle from Canada into the United States.

The Canadian authorities have prohibited the use of any screenings in feed unless the screenings have been previously cleaned to remove both mustard and Frenchweed.

It has been pointed out that this cleaning operation has caused some elevators to have on

hand quantities of mixtures of small weed seeds which contain a large percentage of Frenchweed. These mixtures containing Frenchweed and other seeds of about the same size are shipped into the United States where there are no restrictions and where they are still allowed to be used by purchasers in mixed feeds.

**Frenchweed a Problem**—Sometimes these mixtures, especially when the proportion of Frenchweed is excessively high, are mixed with a quantity of ordinary screenings before shipping. This practice may account for the matter coming up at this time. Regardless of the source of the infestation, however, we have the Frenchweed with us as a problem.

In Minnesota, we have a law prohibiting the presence of weed seeds in any mixed feeds or even in ground screenings, unless these seeds have been ground or otherwise treated in such a manner as to destroy the life and germ. For several years, we have been working on this project with a full realization of the difficulties which the manufacturers have had to contend with in grinding these minute seeds. We have also noticed that some seeds which are partially crushed can be made to germinate. There are difficulties in the way of enforcing a law of this kind because doubt has existed as to whether or not the law can be fully complied with.

We are not ready to say absolutely that it can or can not be complied with, but from the work we have done we know we have received co-operation from the manufacturers and that they have shown a willingness to follow suggestions offered by us. They are anxious to do their part to prevent the spread of weeds. We examine thoroly practically all feed products which contain screenings. In our examination, we determine quantitatively the total number of whole weed seeds per pound of feed.

We also identify the different varieties of weed seeds and report the number of each kind per pound. In addition to this, we make incubation tests to determine whether or not the weed seeds will grow under ordinary conditions. Detailed reports of these examinations are sent to the manufacturer, to the dealer, and to any other party interested in the particular field. Most manufacturers take a great deal of pride in their feeds and do not like to see such critical reports come from a state laboratory. Generally, they take the matter up with us and assure us of their intention to use every effort to eliminate the trouble.

Although we have found sales in violation of this law, our department has not brought such cases into court, mainly for the reason that we realized the difficulties involved in complying with this law. In order to determine definitely the progress that was being made by manufacturers in their efforts to comply with the weed seed law, we sent questionnaires to about 15 of the largest users of screenings in dairy feeds in Minnesota and elsewhere.

**Manufacturers Co-operating**—From the responses received, we are convinced that most manufacturers are making sincere efforts to prevent any feed going on the market which would be responsible for the spread of weed seeds. Some of the manufacturers are spending a great deal of money in rearranging screens, grinders, and in buying new equipment to comply with our requirements. Altho this question has been brewing for some time, we have come forcibly face to face with the problem of eliminating entirely from feeds certain objectionable weed seeds. As I have pointed out, Canada has already passed regulations to accomplish this. It is likely that something along the same line will soon be done in Minnesota.

**A Difficult Problem**—If the manufacturer is compelled to so thoroly grind the weed seeds that the life is destroyed, the analyst will be unable to identify the objectionable weeds which one might wish to eliminate. Under ordinary grinding, Frenchweed and other objectionable seeds can easily be identified, but if the grinding is carried fine enough to destroy the characteristics of these seeds, it will be necessary to depend upon taste and odor for identification. As everyone knows, such identification is rather elusive and hard to substantiate. I am convinced that a thoro study of this whole subject by both manufacturers and feed control officials will prove profitable and be of benefit to the farmer and the country as a whole.

"Buttermilk, a New Feed Supplement," was the title of the following address, given by Wayne R. Coe, chemist, Department of Agriculture, Washington, D. C.

W. E. SUITS, Quaker Oats Co., Chicago, President of the American Feed Manufacturers' Ass'n, whose informative treatise is featured elsewhere, was the sage of the second day's program.

Following Mr. Suits, Prof. E. S. Savage, New York State Agricultural College, Ithaca, N. Y., explained the "flexible formula," a deed that has long been desired over this bone of contention. His address appears elsewhere.

Com'te reports absorbed the time remaining. NEW OFFICERS selected are: P. H.

Smith, Feed Control Service, Amherst, Mass., president; G. S. Fraps, state chemist, College Station, Tex., vice-president; and L. E. Bopst, ass't state chemist, College Park, Md., succeeding A. W. Clark of Geneva, N. Y., after fifteen years.

**Portland, Ind.**—The corn borer seems to be spreading in this part of the state. The borer lately has made his appearance in Greene township, Jay County, this makes three townships in this county infested.—C.

**France** has increased her import duty on foreign wheat from 18.20 to 35 francs, or to 37½ cents a bushel. American exports in 1927 will amount to approximately 8,750,000 bus., as France imports wheat only to meet home crop deficiencies. The crop has been bad this year and the import estimates for 1928 call for around 52,500,000 bus., of which America will supply a large portion. So this increase in tariff on American wheat imports are expected to run from \$137,550 to \$176,850 at the present rate of exchange. From an official quarter it was ascertained on Nov. 17 that the American government probably would make no protest against the new tariffs.



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## Grain Carriers

**Minneapolis, Minn.**—The Traffic Club of Minneapolis held its annual banquet on Dec. 1. Around a thousand attended.

**Buffalo, N. Y.**—Some 63 vessels have tied up in the harbor here for winter storage and a few more are reported en route.

**Recent meetings** of the Regional Shippers Advisory Boards were held at Haines City, Fla., Los Angeles, Calif., and New Orleans, La.

**Average daily box car surplus** for the week ending Nov. 15 totaled 116,551, as compared with 93,885 on Nov. 8, and 82,411 on Oct. 31.

**All Canadian grain loading records** were smashed during November, an average of 3,042,888 bushels per day being loaded and marketed.

**Baltimore, Md.**—The exportation of full grain cargoes from this port will be resumed during this month, several vessels having been chartered in entirety.

**Washington, D. C.**—The remaining lines on the Pacific operated by the Shipping Board will be disposed of to private American interests. There are some 36 vessels in the fleet.

**Locomotives in need of repairs** on Nov. 1 numbered 8,778, or 14.4 per cent of the total number, both leased and owned, on the lines of Class 1 carriers. This percentage is slightly above average.

**Chicago, Ill.**—A hearing on a petition of Gulf and South Atlantic port lines to effect a complete revision of the entire export and import rate structure was held before the Interstate Commerce Commission here on Dec. 6.

**Buffalo, N. Y.**—State barge line traffic ceased the week ending Dec. 3. Movement on the St. Lawrence is also at a close. This shipping season has been one of the most favorable on record, with but few severe and costly storms.

**Spencer Kellogg & Sons** have been denied an appeal to the Supreme Court of the United States in the elevation allowance rebate case. The company paid part of the elevation charge at Buffalo to shippers who patronized its elevator.

**St. Louis, Mo.**—The selection of J. P. Higgins as traffic manager of the Mississippi Warrior Barge Line service is being strongly urged by local grain exporters and allied business interests, to succeed the lately resigned Theodore Brent.

**Texas grain shippers** at a meeting in Fort Worth presided over by W. W. Manning decided to appeal to the Interstate Commerce Commission for a readjustment of rates on grain to the Southeastern states and Mississippi Valley territory.

**Damages** amounting to \$21,000 are alleged due in a libel suit filed against the U. S. Shipping Board vessel, "West Kader," by Balfour, Guthrie & Co., of Seattle, Wash. Improper stowage by this Philippine Island-bound unseaworthy bottom is claimed.

**Chicago, Ill.**—Hearings on Docket 17000, grain and grain products rates adjustment case, were resumed here on Nov. 29. Until the holiday recess the domestic rates will alone be considered. After the first of the year export rate testimony will be taken.

**Artificially delaying** the freezing over of navigable waters is claimed for a thermite heating principle by Dr. Howard T. Barnes. The theory must have gained some credulity, as the Fort William Board of Trade has at least recognized it by discussing the utility thereof.

**Kansas City, Mo.**—A hearing is slated here for Dec. 19 on the proposed cancellation by the carriers of the provisions requiring the furnishing of suitable cars for shipment of grain, and sacked grain products, etc., on protest of the Southwestern Millers' League.

**Evansville, Ind.**—Virtually all the concrete foundation work has been completed for the Kelly barge line terminal on the Ohio River. The building of river and rail terminals is believed to be the forerunner of the installation of a steel barge line service on the Ohio River.—C.

**Box cars awaiting repair** on Nov. 1 totaled 61,528, or 5.9 per cent of the total number of box cars on the lines of Class 1 roads. This is less than usual. There is nothing on the horizon in connection with the box car supply to cause any concern, states the recent annual report of the A. R. A.

**Buffalo, N. Y.**—The barge "Hazel Knight," sank in the city ship canal on Nov. 17, following a stormy-day collision with the freighter "Fred W. Sargent." Some 20,000 bus. of wheat were aboard the barge when struck, however tugs pulled it to dock where the cargo was removed before sinking.

**The whole Hoch-Smith proceeding** is attacked in California Federal Court by the Southern Pacific and other roads, showing that the ordered reduction in rates on deciduous fruits is beyond the power of the Commission, as the new rates do not yield to the carriers the cost of performing the service.

**Chicago, Ill.**—Traffic on the Illinois River was greater by 20,000 tons in 1926 than in 1925. The total tonnage in 1926 was 116,265 tons. A total of \$99,137 was spent in 1927 for the improvement of the Illinois River, and it is expected that \$66,000 will be expended in maintenance and completion of the old seven foot project.

**The Canadian National Railway** is putting on a farmers' marketing tour which will leave Halifax on Jan. 8, bound for Denmark. The Empire Marketing Board is tendering a banquet for all passengers in London, among other features of the trip. The function of the trip is to study agricultural methods and marketing systems.

**Buffalo, N. Y.**—A rate of 10½ cents on wheat from here to New York for export has been requested by the Buffalo Corn Exchange, with comparable rates for other grains and the existing differential to the ports of Baltimore and Philadelphia. Similar ex-lake wheat rates for export as flour will be requested by interested millers.

**The Baltimore Chamber of Commerce** in the port differential case asked the Commission to establish rates on ex-lake grain 3 cents less than to New York. On all rail grain rates it asked that the differential of 1½c be restored to the original 3c, and that the rates on grain be then adjusted to a new basis which would make them 6c less than the New York rates.

**Portland, Ore.**—The war-tax on foreign-bound wheat shipments case of Kerr, Gifford & Co., Inc., against the internal revenue collector, in which the federal court here awarded the plaintiff the full amount sought of \$65,365, has been appealed by the government to the circuit court of appeals. The tax paid was on wheat shipments from various Pacific Northwest points of origin, destined for foreign shipment, between August, 1920, and September, 1922. The question involved seems to be whether such shipments may be considered as continuous foreign grain movements, regardless of storage or transfer here or at Astoria, Ore. Balfour, Guthrie & Co., started a similar suit for \$16,452, as reported in this column on Page 570, of the Nov. 10 number of the *Journal*.

**The Bureau of Railway Economics** in a survey of rate adjustments estimates that the rate reductions on freight since 1921 has saved the shipping public during the six year period 1922 to 1927 inclusive over four billion dollars. Further reductions in rates on grain are demanded, but the railway officials continue to grant increased wages to railway employees whenever asked, so reduced freight rates will be more and more difficult to obtain.

**Average trainloads** carried in September, 1927, amounted to 1,860 gross tons (excluding the weight of the locomotive), while the net trainload was 819 tons, both of which represent the best record of any corresponding month since 1920. For the first nine months of this year, the gross trainload was 1,782 tons (excluding the weight of locomotive), while the net trainload was 783 tons. These figures also represent new records since 1920.

**The Erie** has reduced the minimum weights on mixed carloads of grain, grain products and by-products of grain, providing the weight of the articles in the grain list does not exceed 50 per cent of the total weight loaded in the car. If weight exceeds 50 per cent of total weight loaded in the car, the minimum weights provided for articles in the grain list will apply to the entire carload; except that if the grain loaded consists wholly of articles covered, as qualified.

**The "Agawa,"** one of a fleet of 34 grain freighters passing down the Lakes, with 200,000 bushels of grain aboard, had her stern tossed up on the jagged teeth of Manitoulin Island's wild south shore in a mile-a-minute gale, on Dec. 8. Mountainous waves and hissing surf ate slowly but surely pounding the freighter to pieces. Her hatches were smashed and engine room flooded and she nearly broke in two. A tug started out from Owen Sound, Ont., to rescue the captain and the crew of twenty-three.

**Coming Regional Shipper's Advisory Board meetings** definitely announced for the coming few weeks are: Ohio Valley, Cincinnati, O., Dec. 13; Central Western, Twin Falls, Ida., Dec. 14; Allegheny, Pittsburgh, Pa., Dec. 15; Pacific Northwest, Portland, Ore., Dec. 16; Atlantic States, New York City, Jan. 5; Great Lakes, Toledo, O., Jan. 11; New England, Worcester, Mass., Jan. 11; Mid-West, Chicago, Ill., Jan. 12; Northwest, Minneapolis, Minn., Jan. 31, and Trans-Missouri-Kansas, Kansas City, Mo., on Mar. 12.

**Cars loaded with grain and grain products** during the week ending Nov. 19 totaled 46,341, an increase of 3,656 cars above the same week in 1926, but 6,871 cars below the same period in 1925. In the western districts alone, loadings totaled 29,905 cars, an increase of 3,882 cars above the same week last year. Loadings the past five weeks have been: Nov. 12, 45,005; Nov. 5, 48,068; Oct. 29, 56,168; Oct. 22, 60,378; and Oct. 15, 52,333. Cumulative loadings for the first 47 weeks of the past five years were: in 1927, 2,163,923; in 1926, 2,149,077; in 1925, 2,051,289; in 1924, 2,334,045; and in 1923, 2,048,303.

**Railroads handled** 78 per cent increase in freight traffic in last fifteen years with only 8 per cent more engines. This is part of the general effort of railroad management to get more tons into each car, more cars into each train, and more transportation out of each ton of coal, all for the purpose of distributing the expense of operating a train over a greater number of tons, thereby decreasing the cost of producing each ton-mile of transportation. In the 15 year period since 1911, the average tractive power per steam locomotive has been raised from 28,305 pounds to 41,873 pounds, an increase of 48 per cent.



**Montreal, Que.**—Canada's eastbound grain fleet into Montreal was temporarily impeded when a steel pleasure yacht crashed in Black's Bridge at the mouth of the Lachine Canal on Nov. 17 and partially shattered the massive structure. The bridge was unable to be opened and in a very short time a large number of grain boats from the Lakes were crowded into the Canal. The cause of the trouble was the yacht "Vidor," 350 tons, said to be the property of C. W. Durant, the prominent automobile manufacturer.—P. F.

**Baltimore, Md.**—Protest of the Baltimore Chamber of Commerce was given a hearing by the U. S. Shipping Board on Nov. 30. It is alleged that twelve steamship lines now banded together in a conference grouping are enforcing a so-called port equalization rule making it possible for the coast-to-coast companies to absorb in their water rates from New York, Philadelphia, Newark and other ports, the rail differentials favoring Baltimore and Norfolk and other Southern ports to and from the interior freight districts of the country.

**Chicago, Ill.**—Major General Edgar Jadwin, Chief of Army Engineers, has recommended that the Federal government spend \$603,000 in improving the Federal government's share of the Illinois link of the Lakes-to-Gulf waterway during the fiscal year ending June 30, 1929. This sum would be devoted to carrying out the project adopted by the last Congress, which authorized an expenditure of \$3,500,000 in the construction of a nine foot channel in the Federal end of the Illinois River. None of the prerequisite wherewithal has been appropriated as yet. The War Department also contemplates the expenditure of \$243,000 in maintenance and construction work in 1928 on Waukegan, Chicago, Calumet and Indiana harbors, Chicago and Calumet Rivers, etc.

**Fort William, Ont.**—Five large vessels were chartered to load grain during the same number of days at the beginning of this month, destined for Buffalo, cargoes for prompt unloading. As insurance rates advanced on Dec. 5, ship operators were assured of the half-cent a bushel more in the event "pulling anchor" is impossible by midnight on that date. Navigation on the Great Lakes virtually ceased during the past few days, as since insurance companies have designated Dec. 12 as the expiration date on all outstanding coverages practically all vessels will have to make some port by that date or carry the risk themselves. The greatest majority of sailings within the past three weeks commenced before Nov. 30, when insurance rates took their first upward turn, continually increasing to expiration. Stocks on hand were fairly well turned, up to the limit of vessel space available.

**Juniata, Neb.**—Consignment solicitors have even gone so far as to do their soliciting on horseback. R. T. Browne, the Goffe & Carkener cash man at Hastings, appeared here on the 29th of October astride a prancing bay mare, and said he wanted some consignments. Expect he is going to get some.—E. P. Hubbard, Juniata Grain & Live Stock Ass'n.

**Sweden:** The Royal Swedish Board of Trade, the Customs authorities and the Royal Swedish Board of Agriculture have recommended that the law providing for export certificates on rye and wheat be prolonged for five years, and that it also be extended to include wheat and rye flour, states a report from T. O. Klath, Commercial Attache at Stockholm. This law went into effect on Aug. 1, 1926, and if not extended will expire on Aug. 1, 1928. The extension is considered desirable because exports of wheat and rye have increased markedly during the time that this system has been in use and domestic prices have improved.

## K. C. Board Opposes Mileage Basis for Rates.

At the hearing on Dec. 5 on Docket 17,000, which reopened at Chicago on Nov. 29, Charles W. Lonsdale and C. M. Hardenbergh of the delegation representing the Kansas City Board of Trade, opposed the mileage basis for rate making and based their objection to such a basis on the following reasoning:

No market can be an important factor in fixing the value of grain unless it has a strong futures market. Markets which do not have futures trading invariably buy their grain on the basis of some point which has a futures market. Kansas City has a strong futures market. There is an unquestioned necessity for service such as rendered by grain markets, the benefits accruing to producer, carrier and consumer and if this necessary service is to be continued there is dire need of breaking rates on important markets like Kansas City.

Further, fixed proportionals rather than varying mileage rates out of a market are necessary if the highest prices are to be paid for grain at all times. The interest of grain markets is almost entirely one of relationships. The cash grain dealer has no speculative interest in the problem whether prices advance or decline, but he prefers to see prices at a reasonable level to encourage the producer to maintain his production. Therefore, the grain trade is interested in maintaining grain rates on a stable basis. Only confusion and innumerable disputes can arise from such a departure from the present method of rate-making.

W. R. Scott, Traffic Commissioner, Harry J. Smith, and W. B. Lathrop were among other Kansas City representatives attending the hearing.

J. J. Stream, Chicago, spoke against the overhead mileage system of making rates, and showed that it would kill the futures market, since no buyer of grain would know what billing he would get.

Frank B. Townsend, director of the Minneapolis Traffic Ass'n, demanded the following on the part of Minneapolis: Rate adjustments be made that will enable shippers of grain and grain products here to enter the consuming markets of the east on a competitive basis with Duluth and other lake ports;

Transit privileges be granted millers in Minneapolis on grain passing thru the city destined for lake ports;

Overhead rates that would enable shippers of grain and grain products here to reach the markets of the south and west on a competitive basis with Kansas City and Omaha;

Transit privileges on flaxseed to be shipped out as linseed oil.—P. J. P.

Harry Stratton, Milwaukee, Wis., and J. S. Brown, manager of the transportation department of the Chicago Board of Trade also testified.

France will hereafter deal in grain on a weight, rather than on a dry measure basis, a practice more or less prevalent.

## I. C. C. Activities.

Grain and Grain Products from Western points to C. F. A. territory were the subject of a hearing at Chicago Dec. 5 by Examiner Hagerty.

Transit provisions on grain destined to Duluth will be the subject of a hearing by the Interstate Commerce Commission at Washington Dec. 17 on complaint of the Minneapolis Traffic Ass'n in No. 2735 I. & S.

Texas Wheat Growers' Ass'n, Amarillo, Tex., vs. Southern Pacific, et al., alleges rates in violation of sections 1 and 3 of the Act, on grain from points in New Mexico to stations in Texas and to Texas ports for export. Asks rates for the future and reparations.

In 16729 Southwestern Milling Co. v. Santa Fe, Examiner Hurley has recommended a modification of the finding by the Commission, in 118 I. C. C. 61, so that the undue prejudice to complainant be removed, by carriers maintaining a rule allowing partial unloading of shipments of grain at Kansas City, Kan.

## Car Movement Established Record.

The average daily movement per freight car for the first nine months in 1927 was 30.2 miles, the highest mark ever attained in any corresponding period. This was an increase of three-tenths of one mile above the best previous average, established in the first nine months of 1926. The daily average movement per car in September was 32.6 miles compared with 32.7 miles in September last year.

(In computing the average movement per day, account is taken of all freight cars in service, including cars in transit, cars in process of being loaded and unloaded, cars undergoing or awaiting repairs and also cars on side tracks for which no load is immediately available.)

The average load per car for the first nine months in 1927 was 27.3 tons, an increase of two-tenths of one ton above the average for the first nine months in 1926. The average load per car for the month of September this year was 27.2 tons compared with 27.3 tons in September of last year.

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## Feedstuffs

**South Milwaukee, Wis.**—A feed mill is under construction for John Marak at this point.

**Manitowoc, Wis.**—A new feed warehouse is being erected for Kellner Bros., feed and flour dealers.

**Kutztown, Pa.**—John R. Gonser, 87, former feed and grain dealer here, died at his home on Nov. 12.

**Brighton, Ia.**—The Henry Speilman feed and flour mill here burned with an accompanying loss of \$20,000.

**Laurel, Mont.**—The Laurel Feed & Seed Co. has been established here by A. J. Ranger and C. A. Roberts.

**Marshfield, Wis.**—A feed storage warehouse is being erected for the M. J. Power Co., poultry feed specialists.

**Statesville, No. Car.**—A poultry feed plant is under construction adjoining the plant of the Statesville Mill Co.

**Worthington, Minn.**—A scarifier and a hammer mill has been installed for feed grinding by the Worthington Seed Co.

**Portland, Ore.**—George Crawford has closed his feed and flour brokerage business here to represent a milling company in California.

**Lorain, O.**—Merle M. Agin, M. E. Gaston and H. W. Ingersoll have incorporated the Lorain Dairy & Feed Co. with a capital of \$50,000.

**De Land, Fla.**—Additional warehousing accommodations have just been added to the properties of the Red Star Grain & Feed Co.

**Orchard, Wash.**—The warehouse capacity of England & Peterson, feed and grain dealers at this point, has of late been materially increased.

**Piqua, O.**—A Sidney Power Feeder for its hammer mill has been installed by the Piqua Mfg. Co., in its feed manufacturing department.

**West Pembroke, N. Y.**—Stanley Cherry's new feed and flour mill, replacing the one burned last summer, is now complete and in operation.

**Toronto, Ont.**—A number of feed manufacturers were represented at the National Dairymen's convention held here the latter part of November.

**Lexington, Ky.**—Articles of incorporation of the Van Meter-Terrell Feed Co. were filed late last month, fixing the capitalization at \$50,000, divided into 500 shares of \$100 each. Incorporators were N. C. Terrell, J. B. Van Meter and H. P. Headley.—P. J. P.

**Buffalo, N. Y.**—Work on the proposed addition and new molasses feed unit to the present feed manufacturing plant, of the Pratt Food Co., heralded to commence with the opening of the new year, is to be delayed until a bit later in the early spring, when weather conditions will be more favorable.

### Feed Movement in November.

Receipts and shipments of feedingstuffs at the various markets during November, as compared with November, 1926, in tons, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
*Baltimore	997	1,547	6,484	1,324
Chicago	15,223	11,860	43,179	48,390
Cincinnati	780	450		
Milwaukee	7,400	3,190	9,954	7,917
*Peoria	36,560	28,640	44,814	36,411
New York	100	1,480		

\*Millfeed.

**Kingston, Ont.**—Charles Donoghue died at Montreal on Nov. 21, following a three months' illness. Mr. Donoghue was a well-known feed and flour dealer.

**Evansville, Ind.**—The new \$40,000 eight-story brick Mead, Johnson & Co., plant here will be ready for occupancy and operation just before Christmas.—P. J. P.

**Portland, Ore.**—The Oregon Feed & Flour Co. was just incorporated by H. A. Thiessen, Earl C. Kruger and George J. Perkins, with a capital stock of \$35,000.

**Miami, Fla.**—Construction of a corn products manufacturing plant is contemplated in the very near future on a plot of good location, recently acquired by Charles S. Russell.

**Harrisburg, Pa.**—Eight prosecutions of feed millers and mixers have resulted from ignoring the feedingstuffs registration regulations of Pennsylvania. Annual registration is demanded.

**Abbeville, La.**—W. P. Connel, Baton Rouge; Jules S. Motty and W. H. Sledge of Kaplan, and Frank A. Godchaux, Jr., of Abbeville, have incorporated the Agnes Rice Milling Co.

**Minneapolis, Minn.**—The new plant of the Cream of Wheat Co., under construction at the present time in the northwestern terminal district here, is to be ready for occupancy on March 1.

**Boston, Mass.**—The New England Retail Feed Dealers Ass'n was organized here this week, with the gracious co-operation of L. F. Brown, Chicago, sec'y of the American Feed Manufacturers' Ass'n.

**Waltham, Mass.**—The Mayflower Grain Products Corporation was incorporated for \$25,000 to manufacture and deal in grain products, including feed, etc. Daniel Tannen of Brookline heads the new venture.

**Wausau, Wis.**—James Vint, Commissioner of Markets, spoke here on "Factors of Success in the Feed Business," at another of the successful district meetings, of which a new series is being held, of the Central Retail Feed Ass'n.

**Shenandoah, Va.**—Vernon M. Bruback contemplates replacing the \$25,000 feed and flour manufacturing plant recently lost by fire. The old plant was one of the most up-to-date in the country, and was operated by water power.

**Memphis, Tenn.**—Will A. Hall was operated upon for appendicitis at a hospital in Minneapolis recently. He is plant manager here for the International Sugar Feed Co., and treasurer of the Southern Mixed Feed Manufacturers' Ass'n.

**Fort Worth, Tex.**—The Ko-Pa Corporation opened up here of late. The million dollar cereal food products manufacturing concern manufactures a cereal beverage, a breakfast food, ice cream and drink flavors, etc. The plant has a 1,000 bushel an hour capacity. Garrett M. Smith is pres.; Chas. W. Myers, V. P.; and W. Scott Townsend, sec'y-treas.

**Brighton, Ia.**—A 24-inch Munson Attrition Mill is being installed in the plant of the Brighton Cereal Mill. The new equipment is expected to be ready for operation after the first of the year. Two twenty-horse power motors are used for power.

**New England** floods took some 15,000 cows, in addition to all the unfortunate damage done to plants of grain and feed manufacturers. Fifteen thousand cows fewer to feed will make a material difference in the feeding demand from that section.

**Springfield, Mo.**—It has been definitely decided by the members of the Executive Board of the Missouri Farmers' Ass'n that a \$100,000 feed manufacturing plant will be built here. A \$10,000 strip of property has been obtained in a favorable site.—P. J. P.

**Kansas City, Mo.**—J. T. Sexton is now connected with the Valley Brokerage Co., feed brokers. He was formerly associated with the Arcady Farms Milling Co. here, as general manager and vice-pres. Glenn A. Russell is president of the Valley concern.

**Buffalo, N. Y.**—The R. S. Mosely Co. has been incorporated with a capital stock of \$25,000, to deal in and manufacture feeds here. Ralph S. Mosely heads the company. His associates are Leonard B. Oakes of Lyndonville and Warren W. Hawley, Jr., of Batavia.

**Slater, Mo.**—Feed manufacturing equipment for a complete line of mixed feeds has been added to the plant of the Slater Mill & Elevator Co. Additional bin storage space for 6,000 bus. corn, a corn cutter and chop grader, etc., are among other improvements and additions made.

**Jamestown, Ind.**—The Busenbark Grain Co. is enlarging its business and has just about completed the installation of molasses feed manufacturing equipment. A 12,000-gallon steel molasses storage tank has also been set up, enabling them to handle tank-car lots of molasses.

**New Ulm, Minn.**—The new three-story 54x110 ft. 60-carload capacity feed warehouse adjoining the plant of the Eagle Rollers Mills Co. is just about completed. The structure sets on a concrete foundation. This new addition will greatly expedite outbound mixed shipments.

**Mt. Vernon, Ind.**—The corn oil extracting plant of the Mt. Vernon Mfg. Co. is now in operation. This unit is one of a limited number engaging in the exclusive oil extraction from corn. The outlet for this product is to the north. Feedingstuffs materials are furnished in the residue.

**Vancouver, B. C.**—Operation of the new \$100,000 feed manufacturing plant under construction for Vernon & Buckerfield, Ltd., is announced for the first of the year. The plant went up on a "fill" on Burrard Inlet, and measures 204x110 ft. The adjoining 100,000 bushel storage elevator was built on a pile foundation requiring 22,000 cubic yards to "fill." The plant has a 10 carload daily unloading capacity. Work commenced in August, and at first it was thought would be finished by Dec. 1.

## MINROL-PROTIN

### The Complete Poultry Mineral

*An interesting and informative bulletin is yours for the asking. It contains valuable formulae.*

**The Concentrate Products Co.**  
549 W. Randolph St., Chicago.

### Domestic Exports of Feeds.

Domestic exports of feedstuffs during October, 1926, compared with October, 1927, and for 10 months ending with October, are reported by the Bureau of Foreign and Domestic Commerce, in short tons, as follows:

	October		10 mos. ending	
	1926	1927	October 1926	October 1927
Hay	1,128	1,319	12,378	11,992
Cottonseed cake	46,469	42,422	191,563	233,088
Linseed cake	26,986	23,856	243,717	269,659
Other oil cake	696	1,800	6,555	10,087
Cottonseed meal	27,648	12,412	89,577	101,844
Linseed meal	989	456	6,283	5,725
Other oil meal	75	60	841	1,157
Brans, etc.	184	312	3,342	5,258
Screenings	3	136	3,018	2,132
Other mill feeds	522	4,093	7,809	20,835
Prepared feeds	3,166	3,196	16,270	49,638



**Chicago, Ill.**—A feed brokerage business was of late established in the Utilities Building by L. Beardsley, who was formerly associated with the Bertley Co.

**Berryville, Ark.**—The corn meal capacity of the North Arkansas Mfg. Co., operated by Wilton & Son., is being doubled, from 50 to 100 bbls. daily, and a new warehouse is under construction. The improvement and enlargement program being carried out entails an expenditure of some \$10,000.

**Owen Sound, Ont.**—The Owen Sound Cereal Mills has resumed operations once again, after being idle for some time. The owners, The Dominion Linseed Oil Co., Ltd., has placed the plant in perfect condition preparatory to operating it. William Haston is in charge of the mill, as before.

**Milwaukee, Wis.**—Charles Highstreet joined the staff of the Charles A. Krause Mfg. Co. here on Nov. 1, to be in charge of their new corn specialty and hominy feed mill, which will be placed in operation on Dec. 15. He was formerly connected with the American Hominy Co. at Indianapolis, Ind.

**Kaplan, La.**—Organization of a \$150,000 company to establish a rice mill here is under way under the guidance of Alexon Bonnin, C. J. Montgomery and associates. The proposed structure will be a 4-story, of concrete, steel and brick construction, equipped with the latest improved machinery.—P.

**Union City, Tenn.**—An improved corn crusher is being installed in the plant of the Nailling Mill & Feed Co. A two-story 24x70 ft. warehouse for storing sacked feeds, etc., is also under construction. The corn handling equipment is also being supplemented by the addition of three new elevating legs.

**New Orleans, La.**—Thieves attempted to make a "haul" of the day's receipts from the Milam-Morgan Feed Co. recently, but through the presence of mind of Jacob A. Schalck, cashier, all their toll amounted to was a paper sack containing a vacuum bottle. Mr. Schalck's windshield, however, was shattered by a bullet.

**Chattanooga, Tenn.**—Organization of a \$100,000 live stock and poultry feed manufacturing company has been endorsed and sponsored by the Board of Directors of the Chamber of Commerce here. Charles F. Hood, promoter of this undertaking, alleges at least one million dollars is spent annually for feed in Chattanooga alone.

**Ellensburg, Wash.**—The new three-story B. F. Reed Feed Mill under construction will soon be ready for operation. A plant operated by Mr. Reed and associates, and known as the Ellensburg Mfg. Co., was destroyed by fire over a year ago. It was announced in August that the plant would be ready by the latter part of September.

**St. Louis, Mo.**—A meeting of the Feed Com'te of the St. Louis Merchants Exchange was called on Dec. 7, to discuss and determine the practicability and advisability of changing feed price quotations as at present given. Recently suggested rules, recommending quoting only feed prices sold for delivery, to arrive, and to come into St. Louis' and East St. Louis' switching districts, met opposition.

**Independence, Kan.**—The new corn by-products and mixed feed plant under construction for the Bowen Flour Mills Co. is expected to be completed for operation shortly after the beginning of the new year. This new unit will be 53x50 ft., three stories high, with basement, and warerooms adjoining to expedite mixed carload shipments. A complete line of corn products and by-products, mixed animal and poultry feeds will be manufactured.

**Decatur, Ga.**—The Oakhurst Warehouse of Smith Brothers Feed & Fertilizer Co. burned on Nov. 24 at a loss of between \$20,000 and \$25,000. A switching locomotive spark started the blaze, it is understood. This was a unit of a chain of feed warehouses and merchandizing outlets operated in and around Atlanta, Ga., by J. D. and W. S. Smith. The company contemplates rebuilding immediately.—P. J. P.

**Chicago, Ill.**—The Executive Com'te of the American Feed Manufacturers' Ass'n met in session at the Hotel Sherman on Nov. 29. Those from out of town included: Chairman D. W. McMillen, Fort Wayne, Ind.; J. L. Anderson, St. Louis, Mo.; T. E. Quisenberry, Kansas City, Mo., and W. Yountsey, Cincinnati, O. From Chicago were: President W. E. Suits, Quaker Oats Co.; Sec'y L. F. Brown, George Chapman and H. A. Abbott.

**Omaha, Neb.**—The new \$60,000 five-story corn flakes plant for the Miller Cereal Mills will be ready for operation by Feb. 1. The capacity of the new unit will average around three carloads daily, or about 2,600 cases. For time past the firm has manufactured corn grits for making flakes, their product finding an outlet through flake manufacturers located to the east. The Miller Cereal Mills will now have a most complete line of corn products and by-products.

**Milwaukee, Wis.**—The Charles A. Krause Milling Co., operators of a large feed manufacturing plant making dairy, poultry, horse, hog and stock feeds, and a full line of poultry mashes, will, upon completion of their most modern corn manufacturing plant on Dec. 15, resume production of a line of specialty products after an interval of over three years following the loss of a similar plant by fire. The new plant is of fireproof, brick and concrete construction, 240x60 ft. and five stories high, and is furnished with new electrically driven equipment thruout, capable of turning out 10,000 bus. daily, a decrease of between five and six thousand bushels a day over the capacity of the old plant. Storage capacity for 180,000 bus. is provided in 10 concrete tanks. Corn storage is taken care of in 18 steel tanks. The workhouse is also of concrete. A loading warehouse for mixed cars adjoins the plant. The products of the plant will be hominy feed, corn meal, grits, flour, old process flour, malt flakes and other flakes for cereal beverages and bakers and confectioners, sausage and core binders, commercial paste, etc. Yale E. Henry is to be in charge, with Charles Highstreet as mill superintendent, Charles A. Krause is pres. and S. H. Werner, sec'y of the company. The plant is located on the Northwestern, Milwaukee and Soo Lines and was designed and equipped by Allis-Chalmers Mfg. Co.

## New Virginia Feed Regulations.

New rules and regulations governing the registration and merchandising of feeds in Virginia become effective Dec. 15. Careful consideration is recommended to those manufacturers whose products find their way into that state. Nineteen regulations are set up. Among these are the following:

Regulation 2. The methods of analysis of the Ass'n of Official Agricultural Chemists of North America are adopted as the official methods of the Dairy and Food Division of the Department of Agriculture and Immigration.

The "sliding scale" method of expressing guarantees is prohibited.

The "so many pounds when packed" clause is also prohibited, actual net weight being required.

Changes in guarantees after registration not in the interests of feeders are not allowed.

A brand name may not be derived from a single ingredient of a mixture, etc.

## New Feed Trademarks.

**The Choctaw Cotton Oil Co., Ada, Okla.**, has filed as trademark Ser. No. 239,573 the words "RED SEAL," particularly descriptive of cottonseed meal, cottonseed cake, dairy feed, mixed feed, horse and mule feed, and chicken feed.

**Molony & Carter Co., Charleston, S. C.**, has filed trademark Ser. No. 254,809, the letters "M and C Co.," particularly descriptive of hog feeds, dairy feeds, poultry feeds, horse and mule feeds. The letters are arranged to form a monogram.

**Blatchford Calf Meal Co., Waukegan, Ill.**, has filed trademark Ser. No. 254,889, particularly descriptive of meal, a compounded ground feed composed of cereals and other suitable ingredients for poultry. The mark consists of the reproduction of three chickens.

**Sargent & Co., Des Moines, Ia.**, have filed trademark Ser. No. 237,248, particularly descriptive of Record Fat, Chick Developer, Hog Minerals, Poultry Fats, Pig Meal, Egg Mash, Scratch Grain, Laying Mash, Starting and Growing Mash, Chick Feed, and Calf Meal, Feed for Domestic Cattle, Swine, and Poultry. The mark consists of a triangle in the center of which is the letter "S." and around the outside of which is a circle containing the words "SARGENT & CO. FEEDS."

## Proper Construction of Receiving Garners.

At the annual meeting of the Terminal Grain Weighmasters Nat'l Ass'n held at Omaha last October a resolution was adopted calling attention to the need of better construction of receiving garners in terminal elevators so as to insure the free and complete discharge of grain from the receiving garners into the scale hoppers and the whole matter was referred by resolution to Henry L. Goemann, Chairman of the Transportation Comite of the Nat'l Ass'n.

Mr. Goemann asked J. A. Schmitz, Chief Weighmaster of the Chicago Board of Trade and ex-Pres. of the Weighmasters Ass'n to outline exactly what was wanted and accordingly Mr. Schmitz has made the following explanation:

No doubt when the Terminal Grain Weighmasters' National Ass'n adopted the resolution relating to garner construction, at its last annual meeting in Omaha on Oct. 10, it had in mind a betterment of garner construction that would eliminate, in large measure, the supervision necessary to insure the delivery into scale hoppers of all grain passing to garners.

There is no doubt that the angle of the slope for garners, prescribed in the accepted specifications for garner construction, referred to in the resolution adopted by the weighmasters, is more than ample for free running grain of average quality. However, when the quality of the grain is low, or when the grain contains excess moisture and does not flow freely, the greater angle of the slope of the garner bottoms prescribed in the accepted specifications referred to by the weighmasters is necessary in order to prevent the lodgment of this poor quality of grain.

In the plans for a grain elevator a certain definite height is allotted for the housing of the garner, which space is based on the desired cubical capacity of the garner. Any increase in the slope of the garner bottom will of necessity take away from the cubical capacity of the garner, and if the prescribed capacity is to be retained, it will be necessary to increase the height of the cupola.

This would, of course, increase the cost of the structure, yet, proper slopes in garner bottoms are of sufficient importance to warrant either a cutting down of the cubical capacity of the garner or increasing the height of the structure, for aside from the need for positive delivery of all the grain out of the garner into the scale hopper, in connection with accurate weights, there is the hazard of mixing grain of different kinds, due to lodgment of grain in the garners which grain later becomes mixed with subsequent lots passing through such deficient garners. This is especially true of the garners over shipping scales since they do not receive the attention given by the supervisory weighing agency to garners of receiving scales.



## Supreme Court Decisions

**Conversion After Knowledge of Landlord's Lien.**—Evidence held to show that defendant was fully advised as to plaintiff landlord's right and claim to two-thirds of wheat delivered defendant by tenant, and that information was imparted through defendant's manager in charge of elevator, and clearly established conversion.—*Sensiba v. Occident Elevator Co.* Supreme Court of Montana. 260 Pac. 701, 709.

**Four Months to Make Claim and Six to Sue Failed Bank.**—Where remittance of proceeds of sight draft with B/L attached for flour was not made because of closing of trust company, failure of drawer of draft to file claim against insolvent trust company or to bring suit thereon within statutory period provided by Rev. St. 1919, §§ 11716-11720, 11722, barred its right to recover therefor.—*Bowersock Mills & Power Co. v. Citizens Trust Co. of Gorin, Mo.* St. Louis Court of Appeals, Missouri. 298 S. W. 1049.

**Lien on Growing Crop Not Invalidated When Removal Is Tortious.**—Mortgagee of growing crop of oats did not lose lien thereon by removal of oats from land, where mortgagor agreed to convey threshed grain to named warehouse, and store it there in mortgagee's name, and instead tortiously stored it in his own name, took warehouse receipts, and absconded, and warehouse, having notice of existence of mortgagee's lien, took the crop subject to it.—*Campodónico v. Santa Maria Bean & Grain Co.* District Court of Appeal, California. 260 Pac. 830.

**Attorney's Fee on Breach of Pool Contract.**—Where a wheat grower's contract provided for payment of a reasonable attorney's fee by the grower in the event of his breach thereof, and where, in an action against him to recover damages for such a breach, he introduced evidence that \$100 was a reasonable attorney's fee and the court fixed the amount at \$125, and the difference between the two amounts is the only question in dispute, this court is without jurisdiction to consider the appeal.—*Kansas Wheat Growers Ass'n v. Searchy.* Supreme Court of Kansas. 260 Pac. 525.

**Priority of Crop Mortgage.**—Where rental contract gave landlord no interest in crops, but only a definite portion of proceeds after sale, held, that writ of garnishment, served on tenant while crops were ungathered, was valid and rendered subsequent proceeds of crops subject to writ, and fact that crop was raised on homestead did not exempt proceeds from garnishment. Where rental contract gave landlord portion of proceeds of sale of crops, landlord could mortgage such interest in advance of planting of crop, and such mortgage was entitled to priority, as against subsequent garnishment of crops.—*West v. U. S. Fidelity & Guaranty Co.* Court of Civil Appeals of Texas. 298 S. W. 652.

**Operating Elevator Is "Doing Business" in State.**—Where a foreign corporation constructs and operates a grain elevator in this state, for the purpose of buying or storing wheat, and has an agent or person in charge of such elevator, who purchases wheat either conditionally or unconditionally, apparently in the same manner as if it were a domestic corporation, and ships all of the wheat purchased to a foreign state, to be milled or manufactured into the finished product, held, that such constitutes "doing business in this state," and such foreign corporation is thereby amenable to the ordinary process of the courts of Oklahoma; and the fact that the business carried on is entirely interstate in its character does not in any manner affect the case.—*Consolidated*

*Flour Mills Co. v. Muegge.* Supreme Court of Oklahoma. 260 Pac. 746. [In this case A. M. Boyer, agent at Lamont, shipped 100,000 bus. of wheat to the headquarters at Hutchinson, Kan., but thru fraud paid himself for 12,000 bus., and when the farmer sought to collect the company claimed it was no longer doing business in Oklahoma.]

### Right to Milling-in-Transit Billing.

Ralston Purina Co., St. Louis, Mo., plaintiff, v. Domestic Milling Co., Kansas City, Mo., defendant, before feed arbitration com'te of the Grain Dealers National Ass'n.

#### MAJORITY DECISION.

This case arises from the sale by the Domestic Milling Company, the defendants, of Kansas City, of two cars gray shorts to the Ralston-Purina Co., the plaintiffs, of Fort Worth, at a stated price delivered Group No. 1 Texas.

The plaintiffs ordered these two cars to Fort Worth, Texas, via the A. T. & S. F. Railroad. They were shipped by the defendants accordingly. The plaintiffs claim that the billing used by the defendants was such that they could not use a milling in transit privilege to a certain other point in Group No. 1 and on this account, were caused a loss of \$80.40 on the two cars.

These two cars of gray shorts were sold at a certain price delivered Group No. 1 Texas. The purchaser had the right under that contract of sale to order the feed to any point in Group No. 1 Texas and have it delivered without any other cost than at the price purchased. This, they did, ordering it shipped to Fort Worth, Texas, via the A. T. & S. F. railroad.

The defendant shipped and billed the two cars to Fort Worth, accordingly. As they were obligated only to deliver the feed at the agreed price to the destination in Group No. 1 as specified by the plaintiffs, the shipper had the right to use billing that was best suited to them.

It would be a physical impossibility to place billing over one railroad, like the Santa Fe, that would make all points in the same group on other railroads. There is no merit in the plaintiff's argument that the shipper should use billing that would take it to any point in Group No. 1 Texas on a milling in transit privilege from Fort Worth, Texas.

Your com'te has taken a long time to reach a decision and this has been caused by our efforts to go into this matter very fully and gather all the information we could from every possible source. For above stated reasons, your com'te finds that the defendants, in delivering the two cars of gray shorts to the point specified in Group No. 1, Texas, fulfilled their contract and the plaintiffs bought feed and not billing. We, accordingly, find for the defendants, also that the costs of this arbitration be assessed against the plaintiffs.

H. R. Wilber, J. A. Canfield.

#### DISSENTING OPINION.

After the terms of a contract are agreed upon by both the buyer and the seller neither party to the contract has the right or the privilege to inject new conditions into the said contract.

Such new conditions were injected into this contract by the seller and improper transit applications prevented the buyer from reshipping from original destination, i.e., Fort Worth, Texas, to another destination, which destination is fully in route and can ordinarily be reached on transit billing. On the other hand shipper could have applied proper transit tonnage that would permit movement of the feed in question without overcharge being assessed.

Custom has always permitted the buyer re-consignment on transit billing of feed shipped to Texas group points when trades are between mills and jobbers and there should be no discrimination shown the plaintiff unless such restrictions were contained in the original terms of sale.

I accordingly dissent from the opinion of the majority of the committee and find the defendant liable for the overcharge assessed against the shipment in question.

W. O. FEHLING.

## Grain Claims Bureau, Inc.

19 So. La Salle St.

Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33 1/3% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT  
Pres. and Treas.

HARRY J. BERMAN  
General Counsel

## Seeds

**Louisville, Ky.**—The Woods-Stubbs Co. moved to new quarters at 430 East Broadway.

**Memphis, Tenn.**—The Feld Co. has moved their headquarters here from Greenville, Miss.

**Fargo, No. Dak.**—The Fargo Seed House just installed some new separating equipment.

**La Mesa, Calif.**—The Harris Seed Co. has moved its headquarters here from San Diego.

**Fort Wayne, Ind.**—Kraus & Apfelbaum have installed additional new equipment for separating seeds.

**Laurel, Mont.**—The Laurel Feed & Seed Co. has been established here by A. J. Ranger and C. A. Roberts.

**Ogden, Utah.**—The annual Ogden Inter-mountain Hay, Grain and Seed Show is to be held here on Jan. 7-12.

**Shreveport, La.**—A seed department has been established by the Schuster Wholesale Produce Co., Inc., of this place.

**Mitchell, So. Dak.**—The Dakota Improved Seed Co. has installed a Randolph Direct Heat Drier. Richard Burns is proprietor.

**Hardin, Mont.**—A new 50-bus. an hour Clipper Alfalfa Seed Cleaner is being installed by B. H. McCarty, seed and feed dealer.

**Racine, Wis.**—The Peder Back Seed Co. has just moved into its new building a half mile from the city limits. The cement block structure is 40x50 ft.

**Birmingham, Ala.**—J. C. Levi, head of the Birmingham Seed Co. for many years, died recently quite unexpectedly. His younger brother is now in charge.

**Kissimmee, Fla.**—The Miller Seed Co., Inc., was recently incorporated to buy, sell, and deal in seeds, etc., by J. W., M. R., and K. M. Miller, all of Kissimmee.

**Kalamazoo, Mich.**—Mason S. Miller, proprietor of the Miller Seed Co., died of pneumonia on Nov. 27. He contracted the cold while up in northern climes hunting deer.

**Baltimore, Md.**—A receiver was appointed for the W. A. Simpson Co., seed and grain dealers, on petition of the Belt Seed Co., on Nov. 28. It was alleged the Simpson concern was insolvent.

**Memphis, Tenn.**—Joe L. Mitchell has removed to Shreveport, La., to engage in a totally foreign field, after having spent eighteen years in the seed industry. He was sales manager of the Russell-Heckle Seed Co. here.

**Jersey City, N. J.**—Eric Cahn is now in charge of the laboratory work for the Doughten Seed Co., assisted by Miss Phyllis Bennett, formerly of the Virginia State Department. Mr. Cahn used to be a seed buyer in Berlin for the Soviet government.

**Randolph, Wis.**—The J. W. Jung Seed Co. has moved into its new quarters. The warehouse was constructed with a hollow tile basement for storage purposes. Upper stories are utilized for cleaning, grading, etc., equipment, and also for storage. The plant measures 32x60 ft.

**Fayetteville, Ark.**—A new state seed laboratory in the new Agricultural Building here, the home of the University of Arkansas, has been established and is in operation. The latest and most modern equipment has been specified, all electrically operated. Accessories are of the finest caliber on the market. The "lab" occupies about 750 square feet of floor space. John E. Casey is state seed analyst.



The New England Seed Dealers Ass'n held its annual meeting during the first week in December, according to Peter M. Miller, Boston, Mass., sec'y. J. H. Burdett of Chicago, one of the prominent speakers at the annual meeting of the A. S. T. A. at Detroit last summer, was the principal speaker.

Breeding rust-resistant varieties of small grain is necessarily slow, taking at least 10 years from the time the original cross is made until the grain is finally tested and its seed increased sufficiently to distribute to farmers.—From "1927 Black Stem Rust," published by the Conference for the Prevention of Grain Rust.

Kansas City, Mo.—The new warehouse under construction for the Andrews-Burri Seed Co. has been completed and is now in use. This organization took over the Midwest Seed Co. of Kansas City last July, and was incorporated by C. C. Andrews, A. L. Burri and W. C. Lesch. A complete line of grass and field seeds, and all accessories and side-lines are carried.

Los Angeles, Calif.—D. L. Briggs, 80, father of Pres. W. R. Briggs of the Los Angeles Seed Co., died here on Nov. 15. He was a brother of the late S. E. Briggs of the Steele, Briggs Seed Co., Ltd., of Toronto, Ont., and he himself was associated with that concern from 1886 until 1902, when he joined the mentioned California Company. Mr. Briggs was active until his death.

An offspring from Turkey and Florence wheat is called Redit. This wheat has been tested by farmers and is so free from smut that it need not be treated, and about 1,200 acres were grown in 1926. Another smut-resistant hybrid is Albit, which descends from White Odessa and Hybrid 128. This has proved not only smut resistant but of superior quality and outyields the standard varieties grown at the Washington Agricultural Experiment Station. Redit is a red wheat and Albit a white wheat. Other smut-resisting selections and hybrids are in process of development.

Clover seed ruled lower this week, the weakness being in December due to scattered liquidation. Trade light. Many switching over to the distant futures at ruling differences. A few hundred bags of prime delivered on contracts this week. Most of it went into strong hands. Deliveries were excellent quality, showing high purity tests. Some foreign seed being offered, but the prices for good qualities are at small discounts compared with the prevailing prices of our domestic clover. Only a few small lots have arrived to date. French crop this year is short and the quality is inferior compared with previous seasons.—Southworth & Co.

Nine out of ten complaints come from a customer where the goods or merchandise have not been well sold. The art of selling an article and selling it so well that it stays sold is one that takes work and study. Believe in the merchandise you are selling and study its selling points, be able to answer any questions the customer may ask and point out every use that it can be put to, etc. Don't be an order taker and make rash promises regarding the article you are trying to sell, sell with a positive knowledge of your merchandise. Create a value in the mind of the customer which will make him see that he is getting value equal to the price asked, particularly with the indecisive customer who doesn't know what he wants, and you will not have near as many complaints as before. Let the customer handle the merchandise, appeal to their decision and then praise their good judgment in buying merchandise of quality and I do not think you will have a complaint on the article sold.—H. A. Stocker, Denver, Colo., before Colorado Seedsmen's Ass'n.

Cedar Rapids, Ia.—Hamilton Seed & Coal Co., wholesale seed distributors, have built a new office, 30x90 ft. The offices are in the back part and the front is being transformed into a retail seed store.

Olivia, Minn.—A disastrous fire swept thru the Renville County Seed House recently, ruining the entire supply of seed in storage there. It appears that the fire was due to defective wiring. The loss is partially covered by insurance.

The Mid-Winter Meeting of the Farm Seed Ass'n of North America is scheduled on dates previously announced, Jan. 16-17, at the Drake Hotel, Chicago, Ill. Executives of the organization will hold forth on the morning of both days. The afternoon session on the sixteenth will be an "open" meeting. Several splendid constructive addresses will be presented at that time, notably that of Dillon T. Stevens of the Corneli Seed Co., St. Louis, Mo., on "How the Ass'n Can Serve Its Members to Increase Profits."

## Western Seedsmen Hold Successful Meeting at Kansas City.

Well over half a hundred seedsmen gathered in the Doric Room of the Hotel Baltimore Kansas City, Mo., on Dec. 3, for the 28th annual fall meeting of the Western Seedsmen's Ass'n, one of the outstanding gatherings of the organization.

PRESIDENT MAX WILHELM, Lawrence, Kan., called the first session to order promptly at ten. In opening, Pres. Wilhelm hit a row of nails right on the head without an ounce of lost motion, stressing particularly, the growing importance of using adaptable-origin seed of high quality; of the fairness of seed legislation confronting dealers; of the value of friendly contacts with agricultural stations and colleges and other seed and soil betterment organizations, and of the helpfulness of these contacts as experienced by those who are in a position to know; and of the import of building good will and farmer confidence.

LIST PEPPARD cordially welcomed the guests to Kansas City, following the sec'y's report.

HUGO TEWELES, Milwaukee, sent a thoro synopsis of the season skillfully mixed with a commendable strain of philosophy, being unable to attend in person. The New Seed Council of North America recently formed in Chicago was the subject interestingly treated by Mr. Sumner of the Kansas Agricultural College, stressing the greater unity between seed production and merchandising units that might be expected as a consequence, and the bearing of this new relationship on agricultural improvement.

T. M. SCOTT, St. Louis, Mo., informally delivered an optimistic forecast for the seed industry in the near future, which was followed by a round-table forum, each speaker treating the topic most vitally interested in. "Better Buying—Better Prices—Better Profits" seemed the keynote predominating, as well as better co-operation with state and extension agricultural departments.

LUNCHEON was served with the compliments of the ass'n.

FRED MANGELSDORF, Atchison, Kan., addressed the post-luncheon session on "Education," which was interspersed with constructive humor.

MR. KIRKPATRICK of the Missouri Agricultural College pleaded for larger acreage and greater development of legumes in methods of crop rotations to rebuild the soil. Alfalfa trials at Columbia were also reviewed. The balance of the afternoon meeting was turned over to a discussion of garden seed problems.

THE BANQUET at the Kansas City Club that evening was served with the compliments of the Kansas City, Atchison and St. Joseph dealers. Fred Mangelsdorf was the able toastmaster. Good fellowship reigned.

## New Seed Trade Marks.

Farmer Seed & Nursery Co., Faribault, Minn., has filed trademark Ser. No. 255,168, the word "FARMER," accompanied by the picture of a man sowing. The mark is particularly descriptive of field and farm seeds.

Corneli Seed Co., St. Louis, Mo., has filed trademark Ser. No. 248,816, particularly descriptive of field and garden seeds, etc. The mark consists of the word "KEYSTONE" in light letters upon a darker background in the shape of a keystone.

## Seed Movement in November.

Receipts and shipments of seeds at the various markets during November, as compared with November, 1926, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
FLAXSEED				
Chicago, bus...	368,000	211,000	6,000	4,000
Milwaukee, bus.	130,130	60,015	.....	.....
Duluth, bus...	3,010,437	1,989,959	4,534,557	2,018,163
Minneapolis, bus.	1,065,000	1,103,020	299,320	247,790
New York, bus...	936,000	1,436,500	.....	.....
Ft. Wm., bus...	1,280,822	1,259,533	639,204	718,236
Superior, bus...	866,182	680,143	1,094,921	1,074,581
Montreal, bus..	209,632	.....	.....	.....
KAFIR				
Houston, bus...	.....	.....	53,352	.....
Hutchinson, bus.	430,300	183,300	.....	.....
St. Louis, bus.	38,400	45,600	19,200	21,600
Galveston, bus.	.....	.....	42,857	.....
Wichita, bus...	9,600	15,600	.....	1,200
CLOVER				
Toledo, bags...	5,447	783	1,322	743
Chicago, bus...	2,345	1,067	687	534
Milwaukee, lbs.	580,131	657,614	81,100	145,350
New York, bags	2,475	.....	9,259	.....
TIMOTHY				
Toledo, bags...	4,348	1,268	3,553	22
Chicago, bus...	1,908	1,057	1,770	1,416
Milwaukee, lbs.	180,000	120,000	209,989	109,000
ALSIKE				
Toledo, bags...	1,262	126	76	60
SORGHUMS				
Ft. Worth, bus.	617,400	380,800	116,200	106,400
New Orleans, bus.	2,800	2,800	.....	.....
Cincinnati, bus.	1,400	2,800	.....	.....
CANE SEED				
Ft. Worth, bus.	8,000	.....	.....	.....
Wichita, bus...	1,200	.....	.....	.....

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchant.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.  
Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.

#### MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.  
Northrup King & Co., field seeds.

#### ST. LOUIS, MO.

Corneli Seed Co., field-grass-garden seeds.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Patents Granted

**1,650,447. Bag Holder.** Joseph L. Heyer, Perth Amboy, N. J. The holder is a combination with an upright of a collapsible and expansible yoke mounted thereon, a resilient loop having its terminals secured to the arms of the yoke and expansible and contractible therewith.

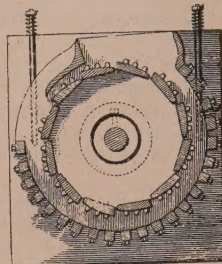
**1,648,309. Seed Germinator.** Mark Isaacs, Minneapolis, Minn. The germinator comprises a water receptacle, a casing over the water receptacle, a shelf in the casing spaced from the walls thereof, an absorbent seed bed on the shelf, a wick leading from the water receptacle to the seed bed and suspended between the shelf and walls of the casing, and a heating chamber between the water receptacle and casing.

**1,649,254. Fumigant.** Ruric C. Roark, Washington, D. C. As a new composition of matter, a mixture of ethyl acetate and carbon tetrachloride in such proportion as to be non-inflammable at ordinary temperatures. An insecticide involving two organic liquids having substantially the same vapor pressure at ordinary temperatures, one of said liquids being an ester and the other being non-inflammable, and the vapor given off from said liquids at ordinary temperatures being heavier than air.

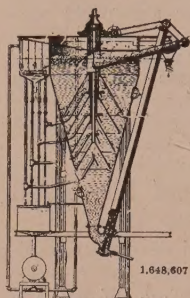
**1,651,037. Separator for Corn Shellers.** Robert M. Mitchell, Chicago, assignor to International Harvester Co., Chicago, Ill. The machine is a combination of a frame having end pieces, separating mechanism carried by the frame comprising a series of spaced rods detachably fitted into the end pieces of the frame, movable members disposed between the rods, said members substantially filling the spaces between the rods, means for reciprocating the movable members together as a unit in an orbital path between the rods, and means for imparting to the members an intermittent kicking action whereby material on the separator is advanced from one end of the rods to the other.

**1,651,300. Grass Seed Scarifier.** John W. Stark, Kensington, Minn. The scarifier comprises a frame, a casing supported in the frame and having an inlet opening in its top and an outlet, a burr mounted for rotation in the casing, upper and lower disks included in the burr, bolts connecting the disks together, posts about the bolts and spacing the disks with respect to each other, sleeves surrounding the posts, teeth formed on the sleeves and the confronting faces of the disks respectively, the upper disk being convex and being formed with an opening registering with the inlet opening of the casing, means for rotating the burr and fan blades provided on the underside of the lower disk.

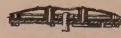
**1,648,538. Seed Grain Treating Machine.** Claude C. Calkins, Hoepfner, Ore. A drum receives powder-treated grain, stationary end members in which the drum is journaled closing the ends of the drums, means to supply powder-treated grain to the drum thru one of the end members, a screen extending from the other end member, a casing fixedly extending from the latter end member and about the screen to receive the sifted material therefrom, the casing terminating short of the discharge end of the screen, and means extending beyond the casing to receive grain discharged thru the screen.



1,650,988.



1,648,607



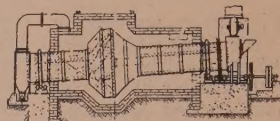
1,651,300



1,650,447



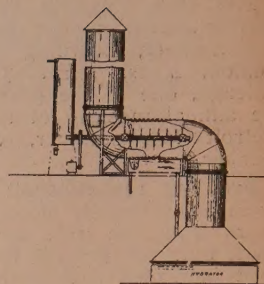
1,648,626.



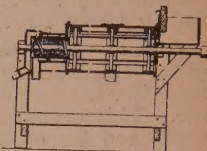
1,649,839



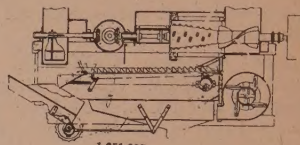
1,648,309



1,650,292.



1,649,538



1,651,037

**1,650,988. Corn Sheller.** Wm. M. Jordan and Chas. Nichols, Lincoln, Neb. In a corn sheller including a body portion and a fixedly journaled drum having a peripheral grinding surface; the combination of a concave partially surrounding the drum and having end walls and a material receiving opening, rods secured the concave and yieldingly supported by the body portion, and the concave and body portion having cooperating guide means engaging the rods to prevent swinging thereof and to guide the same in a sliding movement.

**1,648,626. Roller for Belt Conveyors.** Frank E. Smith, Scottsdale, Pa. The method of making conveyor rollers which consists in mounting a plurality of disks having flanged peripheries on a shaft, securing the disks in place on the shaft by added deposits of welding metal, turning down the disks to make their flanges concentric to the shaft, mounting a shell over the disks so that it projects beyond the end disks, securing the shell to the end disks by depositing welding metal on the extended portions of the shell and on the flanges of the end disks, and flowing metal thru perforations in the shell onto the flanges of the other disks to unite the shell and the other disks.

**1,649,020. Dockage Separator.** Andrew V. Cleland, Minneapolis, Minn. The tester comprises a rotating member having an interiorly arranged spiral the member having initial and second sections, the wall of the initial section between the spirals having series of pockets therein adapted to collect round seeds and similar fine material, and means for receiving such seeds discharged by gravity from the pockets during the rotation of the member, a second section of said member having pockets in its walls between the spirals adapted to receive kernels of wheat, and means for collecting such kernels during the rotation of the member, and a shaft rotatably supporting the rotating member and connected to the member only medially thereof.

**1,650,292. Dust Collector.** Hugh Miscampbell, Duluth, Minn. In combination are a dust discharging stack having an offset therein, the offset portions of the stack being connected by a circumferentially corrugated, horizontally disposed, section of pipe, a hollow shaft suspended within the horizontal section having radially disposed arms discharging directly against the inner surface of the corrugations, one end of the shaft extending outboard of the stack, means for rotating the shaft, and means for supplying water under pressure thereto.

**1,648,607. Separator.** Laurence E. Brown, Rio de Janeiro, Brazil. In a separator having a separating chamber, the combination of a supply connection, a series of rotatable superposed members in the chamber below the normal working level of liquid supplied to the chamber, means for drawing off clarified liquid from beneath each of the members at a point substantially central of the chamber, means for removing foreign matter accumulating on the surface of the liquid in the chamber, and means for removing foreign matter precipitated to the bottom of said chamber.

**1,649,839. Rotary Drying Apparatus.** Horace A. Marston, Sutton, Eng. A rotary drying apparatus comprising a rotary drum having end portions of substantially uniform diameter and an intermediate portion forming an enlarged chamber, the end portions providing a central tubular formation, and radiating partitions to provide material conduits, the tube-like formation of one end portion terminating within the enlarged chamber in a conical baffle, the large end of which surrounds the central tube of the other end portion, the conical baffle being exteriorly provided with spiral blades.

### Number of Co-operative Elevators in the United States.

Official statistics on the number of farmers business ass'ns handling grain are given in the Yearbook of the U. S. Department of Agriculture. The list includes besides those having elevators all ass'ns simply doing a marketing business, and those having warehouses. The number of elevators therefore is less than the figures given.

Illinois is credited with 432 farmers business ass'ns handling grain; Iowa with 368; Kansas with 347; Nebraska with 344; North Dakota with 332; Minnesota with 301, the total for the United States having been 3,338 in 1925.

According to the Yearbook for 1921 there were in the United States in 1918 20,589 country elevators, so that about one-sixth are operated by farmers ass'ns.

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Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

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**CARBONDALE CALCIUM COMPANY**  
CARBONDALE, PENN.





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Building a New Elevator or Mill

or

Remodeling or Adding to Your  
Present Plant

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Chicago, Ill.

### 1902 --- A Quarter of a Century --- 1927

of dependable insurance for grain men.

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NEARLY HALF A MILLION DOLLARS RETURNED TO OUR  
POLICYHOLDERS IN 25 YEARS

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### After Twenty-Five Years

Times have changed and we have changed with them but the Christmas spirit remains the same. Now that for the twenty-fifth time we are wishing a happy holiday season to our many friends we do so in the same old fashioned way—and may the new year bring them much happiness.

### GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. INDIANAPOLIS, IND.

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Indianapolis, Ind.

C. R. McCotter  
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### Western Grain Dealers Mutual Fire Insurance Company

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A Legal Reserve Mutual Fire Insurance Company

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Automatic Rat and Mouse Traps are sanitary, rapid exterminators saving the cost in a very short time.

There are no complicated parts to get out of order. The method of operation is very simple. Over 200,000 in use in Grain Elevators, Flour and Feed Mills and other industries. Endorsed by all who use them.

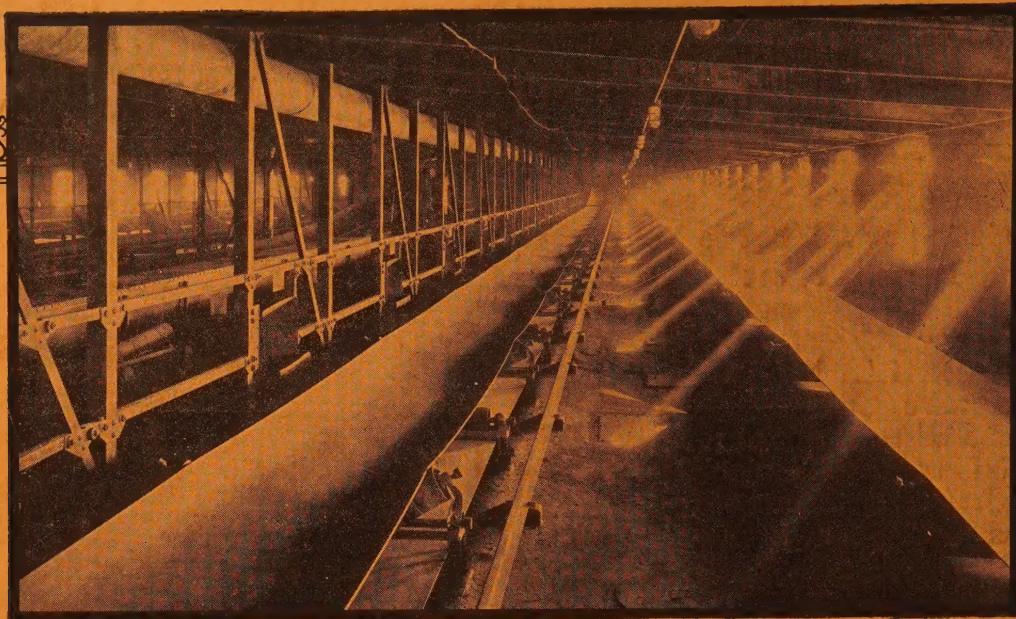
*Dealers Wanted*



## AUTOMATIC TRAP COMPANY

630 W. Jackson Blvd., Chicago, Ill.





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The following sizes of Diamond Belting are used in this elevator:

11,872 ft.	42"	4 x 5 ply	conveyor belt.
3,408 ft.	42"	7 ply	elevator belt.
2,018 ft.	18"	6 ply	elevator belt.
852 ft.	22"	6 ply	elevator belt.

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